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Industrial Canada

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-AUGUST
OCT 19 1951

FEATURE ARTICLES

Parliamentary Proceedings of the Month at Ottawa Reviewed

The British Industries Fair, London, 1921

The Progress of Technical Education in Quebec

The Story of Nautical Quebec

Sherbrooke, a Growing Industrial Centre

St. Maurice, Wonder River of Quebec, Develops Prosperous Industrial Valley

The Part Played by the Quebec Division in the Work of the Association

A Tribute to the French-Canadian as an Industrial Worker

Provisions of the New Trade Agreement Between France and Canada

Published by the CANADIAN MANUFACTURERS ASSOCIATION INCORPORATED
HEAD OFFICE TORONTO BRANCH OFFICES MONTREAL, HAMILTON, WINNIPEG, VANCOUVER, AMHERST & OTTAWA



STEEL PLATE CONSTRUCTION

Oil Storage, Gasoline Tanks, Air Receivers, Pneumatic Water Supply Tanks, Smoke Stacks, Boiler Breeching, Riveted Steel Pipe, Bins and Hoppers

THE

TORONTO IRON WORKS

LIMITED

HEAD OFFICE: ROYAL BANK BLDG. TORONTO WORKS: CHERRY STREET

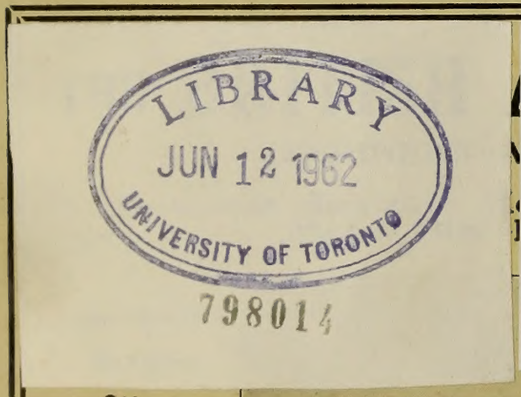
ARE YOUR STEAM PIPES INSULATED?

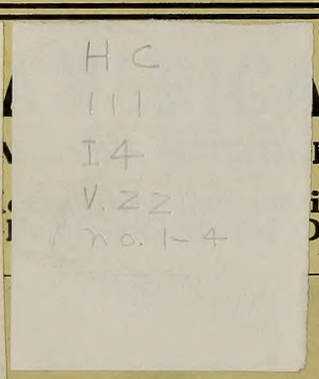
IF NOT YOU ARE BURNING MONEY

A GOOD COVERING pays for itself in one Season, and is a revenue producer indefinitely. The Best is the Cheapest **WE HAVE IT**

EUREKA MINERAL WOOL & ASBESTOS COMPANY

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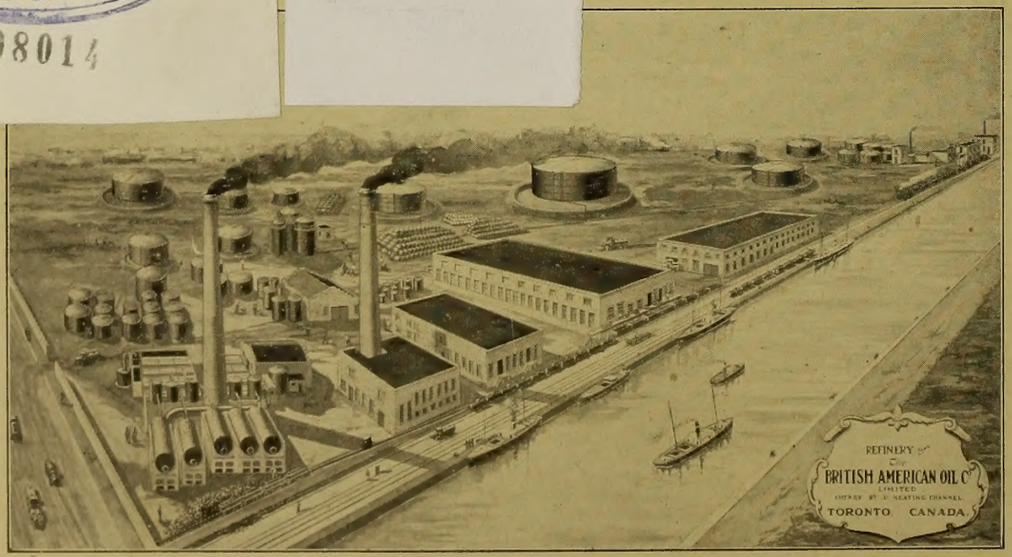


AN OIL CO., LIMITED

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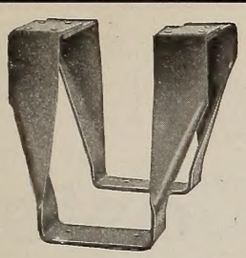
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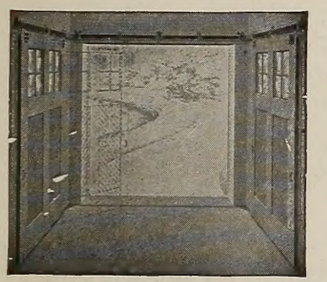


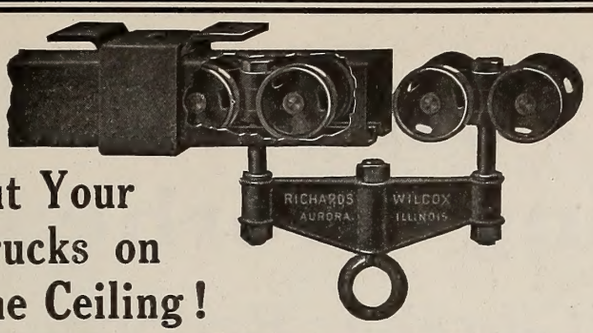
BULLDOG STEEL JOIST HANGERS

They never let go! Stronger than malleable. All sizes and styles for all kinds of work. Save space and time in erection.

GARAGE DOOR HARDWARE OF ALL KINDS FOR ANY PURPOSE

Angle Doors, Parallel Doors, etc. Special jobs receive the prompt attention of our engineering department. Let us know your requirements.





Put Your Trucks on The Ceiling!

The Modern Method of Factory Transportation

A Richards-Wilcox Carrier System---either I-Beam or Trolley---will pay for itself in one year on actual pay-roll saving, not to mention the increased efficiency. Occupies no floor space. Always ready for use. Operates easily, one man can handle 2,500 lbs. Trolley carriers made in sixteen styles and sizes for loads up to 2,500 lbs. For heavier loads use I-Beam Equipment.

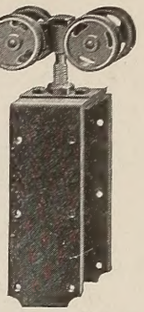
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Richards-Wilcox Canadian Co. Ltd.

AURORA BOSTON NEW YORK CHICAGO London Ontario PHILADELPHIA MINNEAPOLIS SAN. FRANCISCO ST. LOUIS

"A hanger for any door that slides"

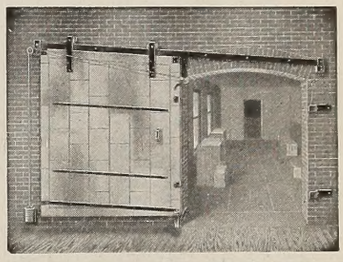
"R-W" TROLLEYS ARE BEST FOR ALL SLIDING DOORS



Specified by leading architects and engineers throughout Canada and the United States. "A hanger for any door that slides."

FIRE DOORS AND FIRE DOOR HARDWARE WITH UNDERWRITERS' LABEL

All styles, single or double, sliding or swinging. A fire door with labeled hardware is the surest way to prevent fire from spreading.



Paint and Varnish Will Protect Your Factory Wall and Floor From Decay

Quality lines of Surface-Savers for Your Factory Premises

"Save the surface and you save all" *Paint & Varnish*

Maple Leaf Mill White

on ceilings and interior walls will increase your lighting efficiency.

CEMLITE—for cement surfaces.

BARN PAINT—for sheds and warehouses.

FERROS—for steel construction in acid plants, water towers, etc.

GALVANO—primer for galvanized sheet iron construction.

ELASTIC CARBON PAINT—for roofs, smoke-stacks, etc., where frequent renewal is required.

WAX OIL—for office and warehouse floors.

THE IMPERIAL VARNISH & COLOR CO. LIMITED

HEAD OFFICE TORONTO CANADA

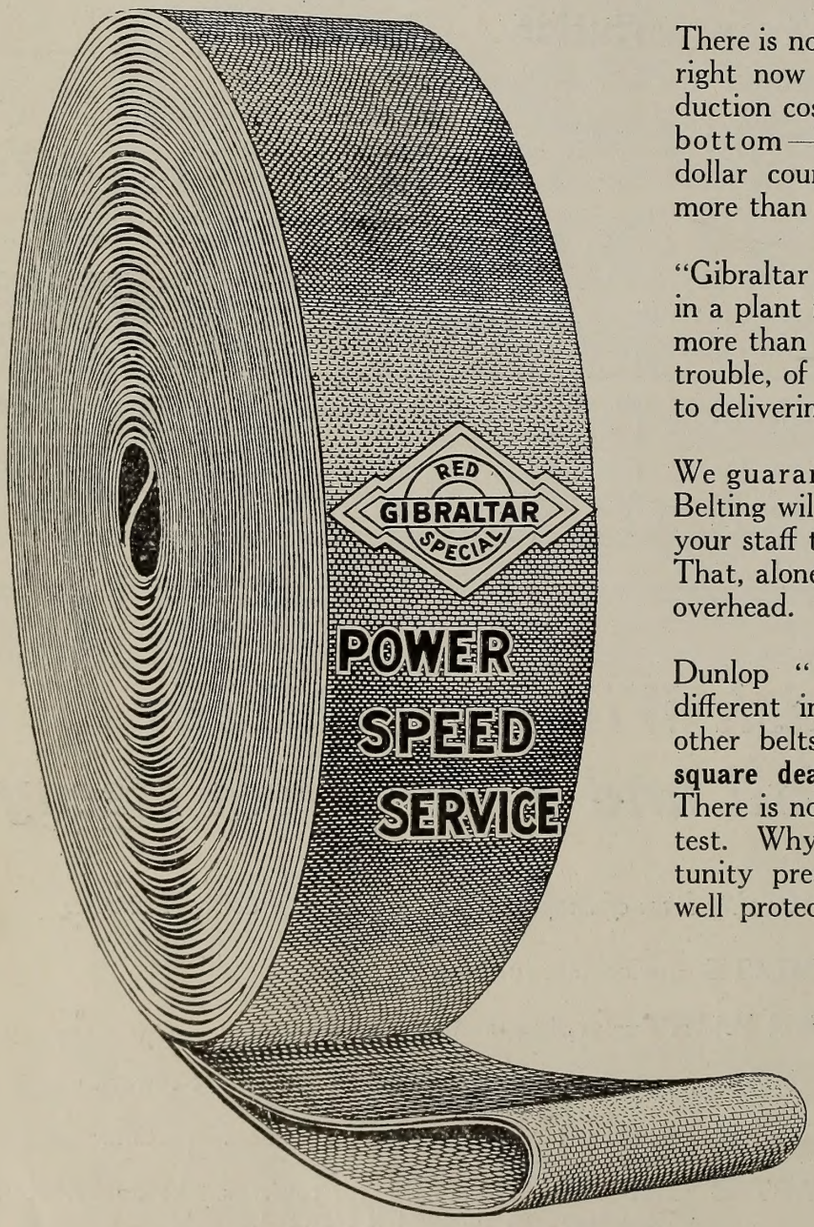
MONTREAL WINNIPEG VANCOUVER

Index to Advertisers . . . Page 45 Contents . . . Page 47

A Positive Aid in Reducing Overhead Costs

"Gibraltar RedSpecial"

(The original Canadian Red frictioned-surface Belt)



There is no better time than right now to get your production costs down to rock-bottom—to make every dollar count for something more than ever.



"Gibraltar RedSpecial" can effect a big saving in a plant in a very short time. In fact, it will more than pay for itself in the elimination of belt trouble, of tie-ups and waste-time—in addition to delivering more power.

We guarantee that "Gibraltar RedSpecial" Belting will require less attention on the part of your staff than any other Belting you can use. That, alone, means a positive reduction in your overhead.

Dunlop "Gibraltar RedSpecial" is distinctly different in every manner, shape or form from other belts. **You are not giving your plant a square deal if you are not using this belt.** There is nothing more convincing than an actual test. Why not make it the first time an opportunity presents itself? Your interests will be well protected by us.

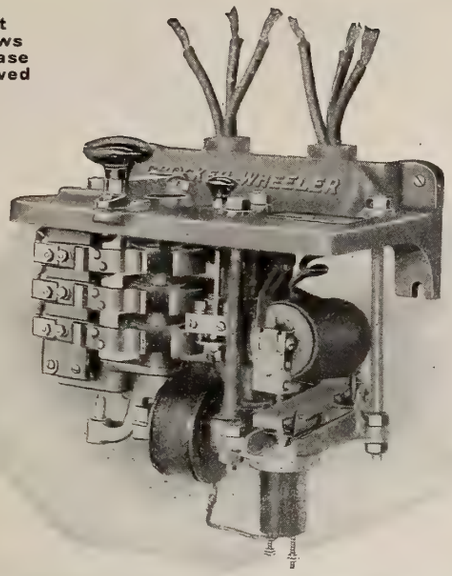
Take us into your confidence in regard to your belt troubles; advise us of any unusual belt conditions, and we shall be glad to give you the benefit of our long belting experience.

Dunlop Tire & Rubber Goods Co., Limited

Head Office and Factories: Toronto
Branches in the Leading Cities

Also makers of Tires, Hose, Packing and General Rubber Products

Cut Shows Oil Case Removed



A Life-saver For Hard Worked Motors

THE CANADIAN CROCKER-WHEELER OIL SWITCH (TYPE D.O.) WILL CERTAINLY EARN THIS JUDGMENT FROM YOUR ELECTRICAL FRIEND.

COMPLETELY OIL-IMMERSED, NO-VOLTAGE RELEASE ATTACHMENT, OVERLOAD RELAY PROTECTION ON ALL PHASES, OVERLOAD ADJUSTMENT, TIME LIMIT ADJUSTMENT, AND BUILT FOR CONDUIT WIRING.

A REAL MONEY SAVER.

Canadian Crocker-Wheeler Apparatus and Service are available at all of the Branches of the

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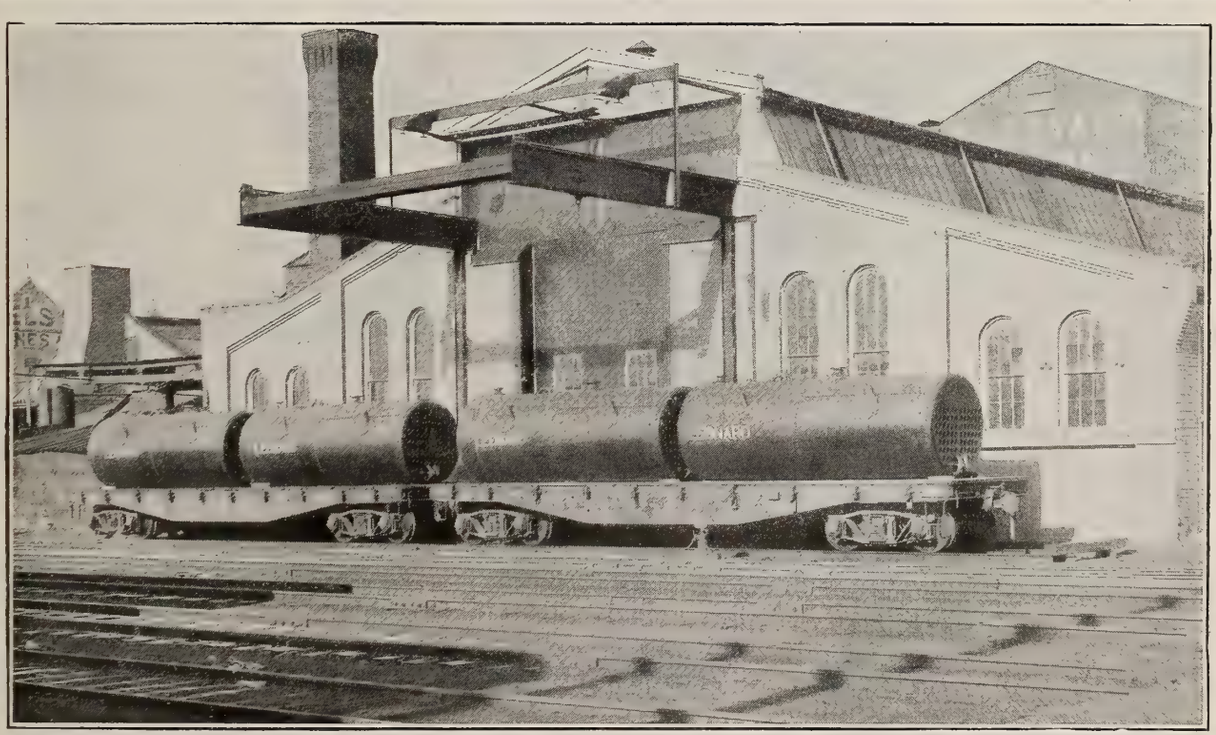
Northern Electric Company
LIMITED

THE CANADIAN
CROCKER-WHEELER COMPANY
LIMITED

Head Office and Works:
ST. CATHARINES, ONT.

Manufacturers and Electrical Engineers

District Offices:
TORONTO and MONTREAL



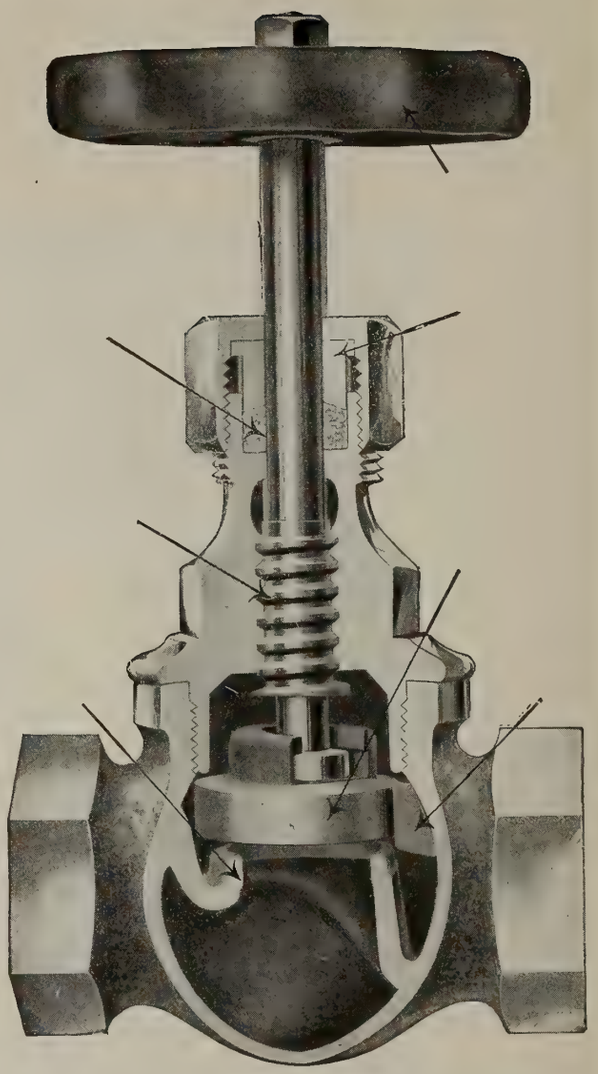
Shipment of Four 150 H.P. (72 in. x 18 ft.) Return Tubular Boilers for 150 lbs. working pressure. January, 1921

Established 1834

Head Office and Works - London, Canada

LEONARD

Fairbanks Valves are not discarded when the seat is worn



If your pipe lines are fitted with Fairbanks Renewable Disc Valves, it is not necessary to discard a valve when the seat is worn, because a new disc may be easily and quickly substituted without removing the valve from the line. Fairbanks Valves stand the test of time and particularly appeal to the discerning buyer. They are heavily built and well proportioned to stand abnormal pressures. They reduce your valve maintenance to a mere fraction of your present cost.

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Heating Equipment
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Trucks
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You will find the Fairbanks-Morse catalog a valuable guide to dependable supplies.

Our nearest Sales Office will gladly send you any information you may require.

The Canadian Fairbanks-Morse Co., Limited

Canada's Departmental House for Mechanical Goods

Halifax	Ottawa	St. Catharines	Winnipeg	Calgary
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All the Fine Qualities That Good Work Demands

Pratt & Whitney Small Tools enjoy an enviable reputation for excellence that has been well earned in the high production shops of the country. Where stamina as well as exceptional accuracy and precision are required P. & W. Tools have more than held their own. Our line is complete. It includes taps, dies, milling cutters, reamers, punches, drills, etc., both of standard and special design, and in sizes to suit every requirement.

Prompt service is assured at our nearest store, where P. & W. Small Tools are carried in stock for immediate delivery.

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VANCOUVER
B.C. Equipment Co.

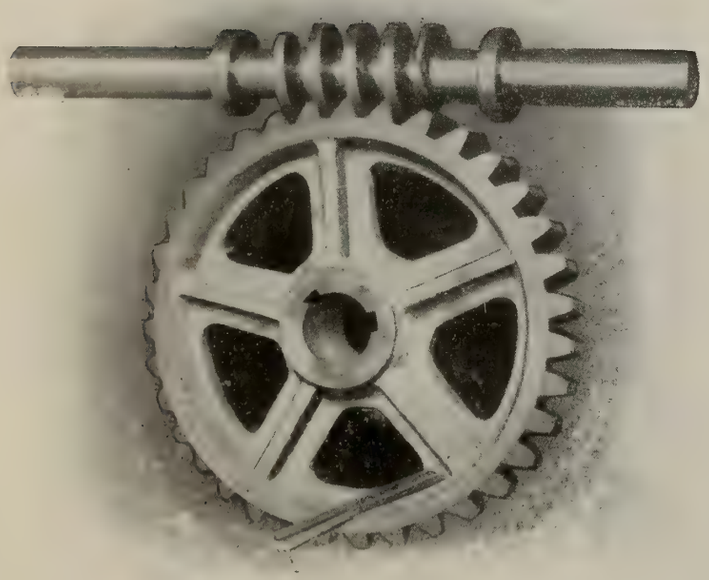
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Write for

Data Sheet No. 2 on Worm Gears

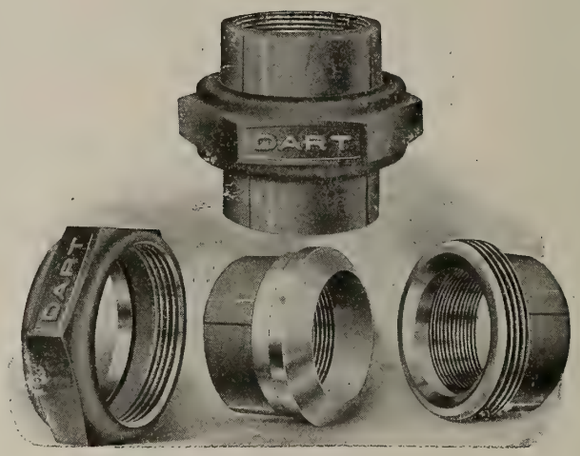


It will help you to select sound designs for gear drives

Hamilton Gear and Machine Co.

Van Horne Stre t, TORONTO

Dart Union Pipe Couplings will not leak



Easily Connected

The Face and Seat being Ball-shaped permits easy and perfect connection even if pipes are out of alignment.

All threads are exact to standards and are clean and full.

Dart Unions are made in a variety of styles to fill all requirements.

Bronze meets Bronze at the joint, a feature that removes all possibility of deterioration at the vital part.

Will Never Wear Out

The Heavy Iron Parts will not stretch or pull apart, or become distorted when connecting up with a pipe line.

Sold by all Jobbers

Manufactured by

DART UNION CO., LIMITED

TORONTO - ONT.

How Do YOU Store It?



This is an illustration of Meadows Steel Shelving at the Dominion Forge and Stamping Co., Ltd., Walkerville—giving you an idea of stock-room efficiency.

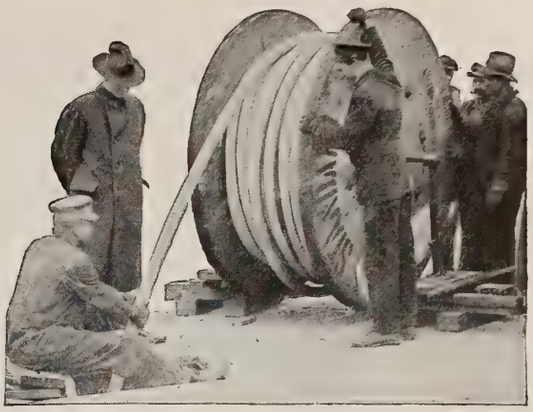
Meadows Steel Shelving can be fitted to any stock. It is elastic—you can make any size bins, shelves or compartments.

Inexperienced labor can erect it, take it down, move it. You buy it and you have stock room shelving for all time.

Tell us what your stock is and we'll show you how to save shelf room—and how to have a better stock room.

GEO. B. MEADOWS LIMITED

479 West Wellington Street = Toronto, Canada



The Installation

of electric wires and cables, as well as their manufacture, has been our constant study for many years.

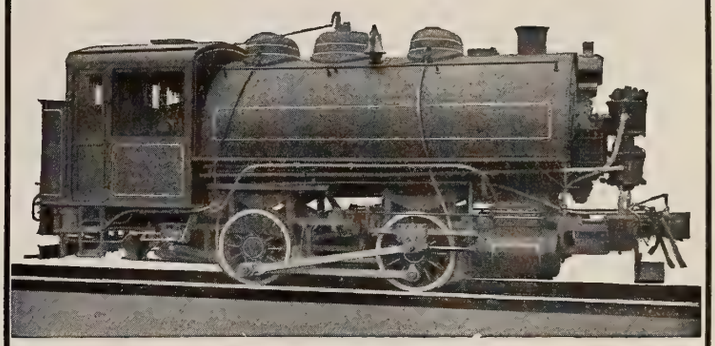
Whether for aerial or underground service we can meet your every requirement of electrical conductors promptly. Our experience as installation engineers is at your service.

Write our nearest office

Standard Underground Cable Co. of Canada, Limited

General Offices and Works: Hamilton, Ont.
Montreal Toronto Winnipeg Seattle

PUT YOUR PROBLEM UP TO US



We are specialists in building locomotives. We build all types and sizes, also all kinds of repair parts for locomotives and tenders.

Our experience puts us in a position to give you expert advice as to what particular type and size of locomotive is best suited to your needs

Put your locomotive problem up to us.

MONTREAL LOCOMOTIVE WORKS, LIMITED

DOMINION EXPRESS BUILDING MONTREAL, CANADA



Dominion Oxygen

A Canadian Product at the Disposal of Canadians

DOMINION Oxygen of the highest and most uniform purity is now being supplied to users throughout Canada from five perfectly equipped distributing stations. At Toronto, Hamilton, Montreal, Welland and Windsor are efficiently organized forces whose business it is to insure prompt delivery of your oxygen requirements.

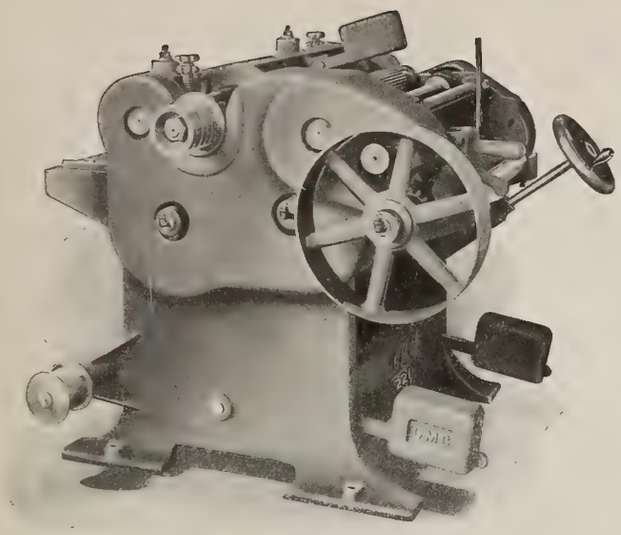
Wherever your location, whatever quantity of Dominion Oxygen you may need—your order will be filled on the day it is received. It is through such service that the Dominion Oxygen Company Limited has secured the generous patronage of Canadians, which it hopes to continue to merit.

DOMINION OXYGEN COMPANY, LIMITED

Hillcrest Park, Toronto

Hamilton, Montreal, Welland, Windsor

D-17



Canadian Made

C.M.C. No. 221

Heavy Pony Planer

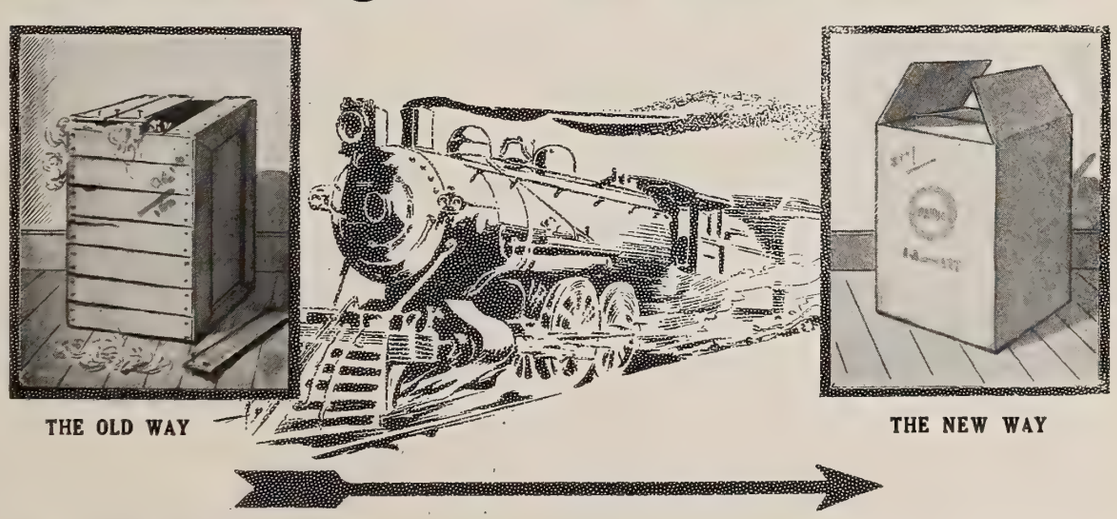
is one of the finest Pony Planers on the market to-day being much heavier and more serviceable than most Planers of this type.

It will handle a wide range of work from rapid dressing to the finest panel work on either soft or hard wood, and is an especially valuable unit in the equipment of technical schools, planing mills, pattern shops, cabinet shops or manufacturing plants which require a small Planer.

Full details and prices on request.

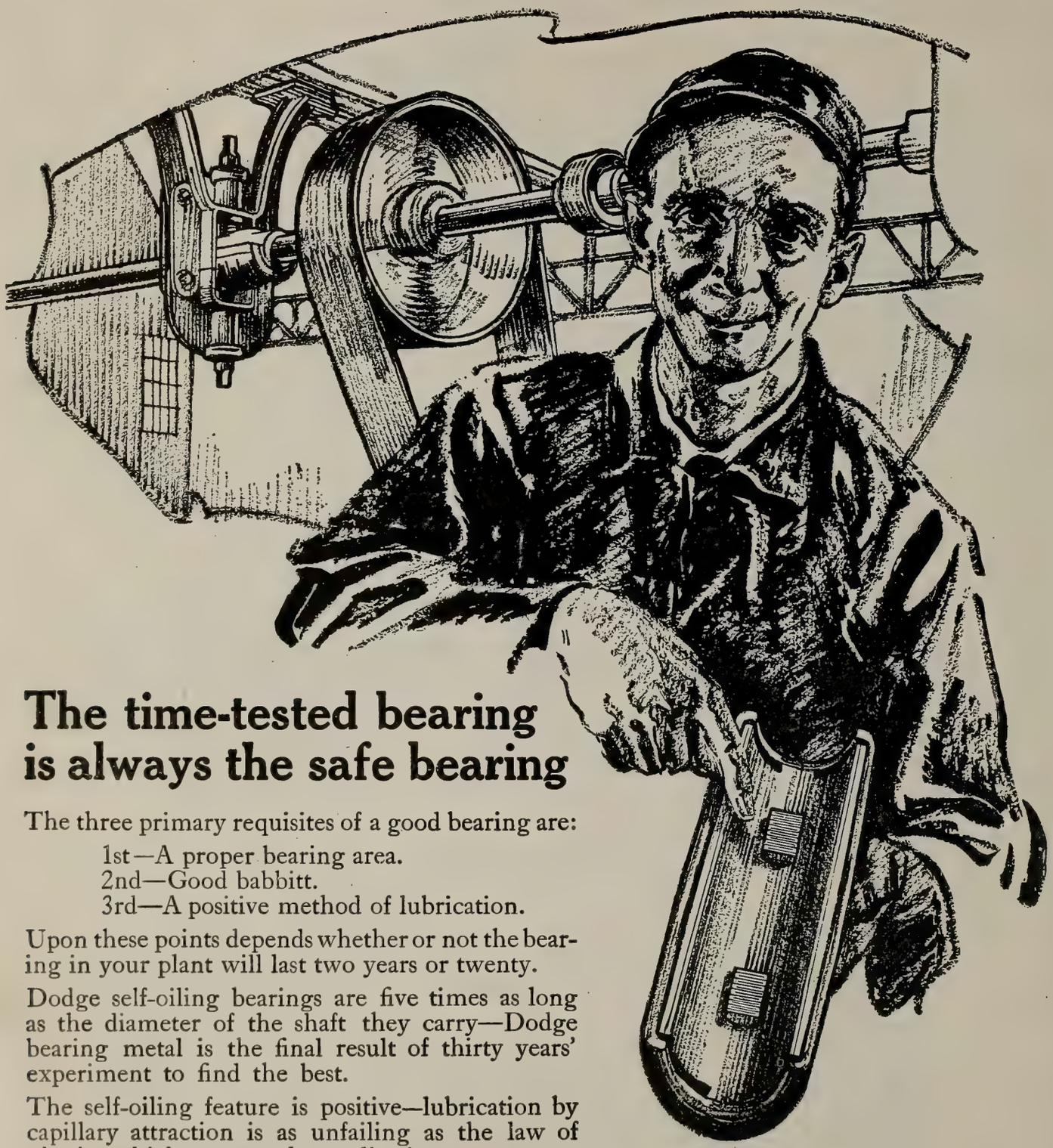
CANADA MACHINERY CORPORATION, GALT, ONTARIO
LIMITED

H. & D. Corrugated and Solid Fibre Board



CONTAINERS will save on your transportation charges, save your floor space, cut down packing expenses, and give you positive protection against loss from damage and pilfering. Write for prices and samples.

The Hinde & Dauch Paper Co. of Canada Limited, Toronto, Canada



The time-tested bearing is always the safe bearing

The three primary requisites of a good bearing are:

1st—A proper bearing area.
2nd—Good babbitt.
3rd—A positive method of lubrication.

Upon these points depends whether or not the bearing in your plant will last two years or twenty.

Dodge self-oiling bearings are five times as long as the diameter of the shaft they carry—Dodge bearing metal is the final result of thirty years' experiment to find the best.

The self-oiling feature is positive—lubrication by capillary attraction is as unfailing as the law of physics which governs the application.

Dodge bearings are built for long, hard service; when shafts are properly aligned and installed they constitute the most economical and least troublesome "roadbed for power" possible.

The capillary bearing is self-acting and needs but one filling of oil in each six months. Only clean oil reaches the shaft. The normal depreciation of this frictionless bearing will not exceed 2% per year. Can you find another lineshaft bearing that may boast as low an upkeep cost?

DODGE

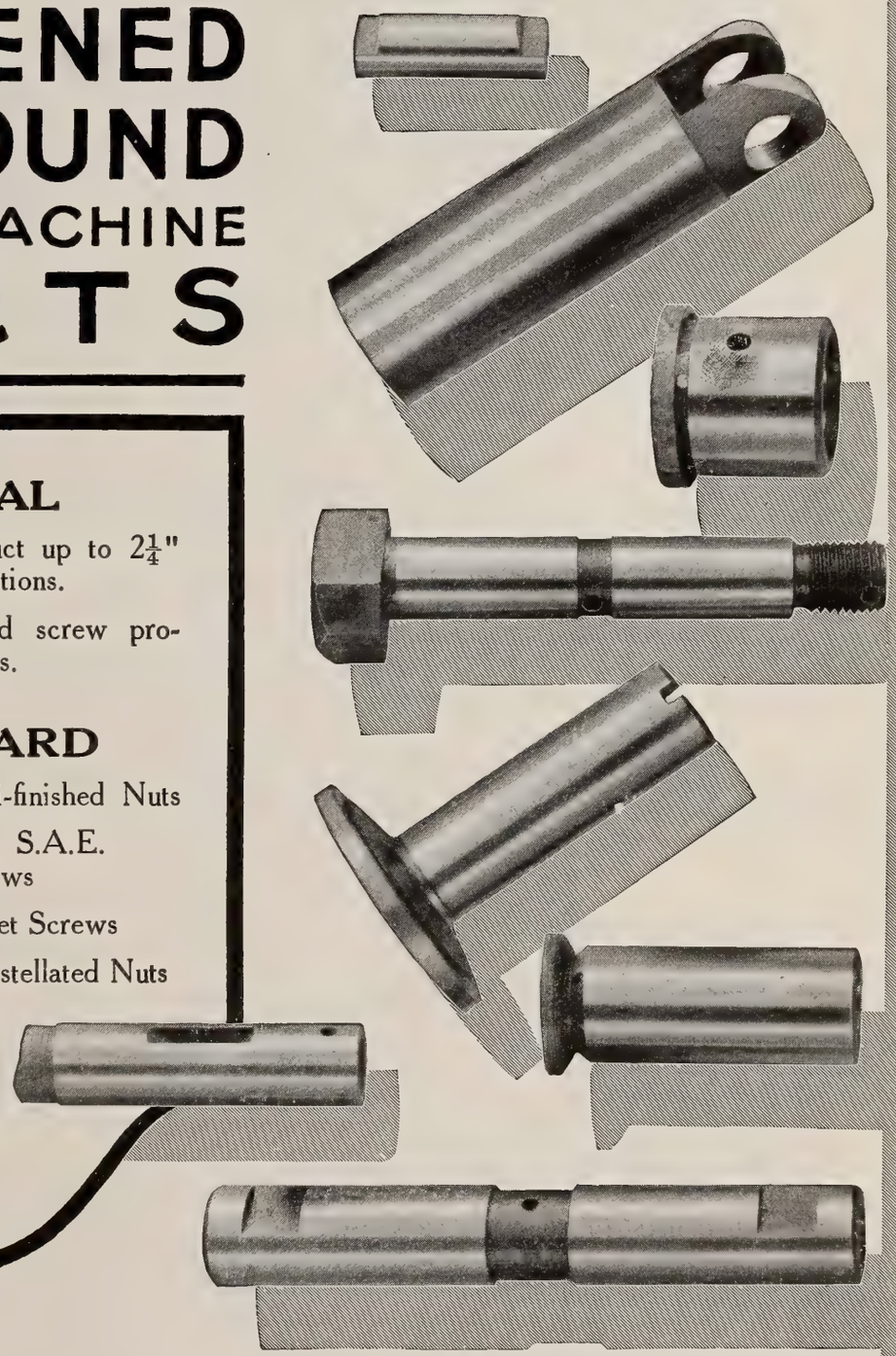
Power Transmission Machinery

Dodge Manufacturing Company of Canada, Limited

Factory and Main Office: TORONTO, Ont. Eastern Branch: MONTREAL, Que.

NAMCO

HARDENED AND GROUND SCREW MACHINE PARTS



SPECIAL

Screw machine product up to $2\frac{1}{4}$" diameter—to specifications.

Hardened and ground screw product—to specifications.

STANDARD

V. and U.S.S. Semi-finished Nuts

V., U.S.S. and S.A.E. Cap Screws

V. and U.S.S. Set Screws

S.A.E. Plain and Castellated Nuts

THE NATIONAL ACME COMPANY

MONTREAL, P.Q.

De Courcelles **G.T.R.R.**

Steel for Permanence

The All Steel Elevated Water Tank is the most economical installation for Automatic Sprinkler systems for fire protection, general mill supply, or Municipal Water Works systems.

Its first cost is not excessive, the maintenance expense is very low, and there is no danger of leakage, falling ice, or possibility of the tank bursting or catching fire.

Hundreds of our All Steel Elevated Water Tanks now in service throughout Canada bear witness to these facts.



OUR PRODUCT IS MADE IN CANADA

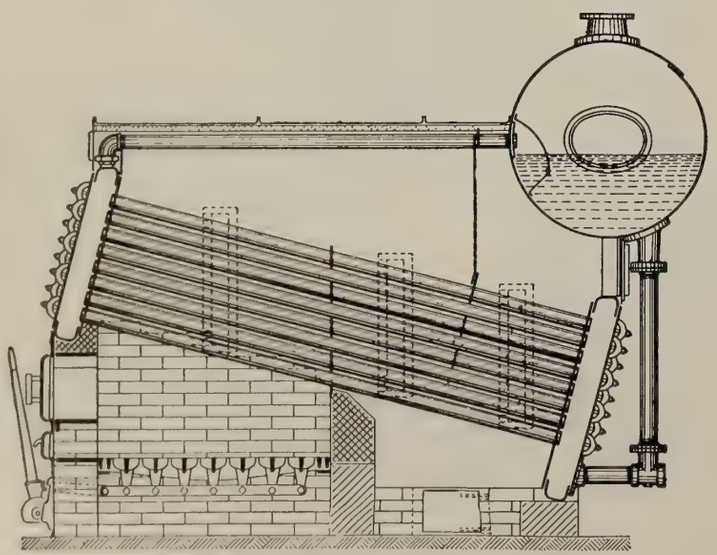
Write us for plans, specifications and estimates. Our Catalogue No. 98 mailed on request.

Canadian Chicago Bridge & Iron Co., Ltd.

General Sales Offices:
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Works:
Bridgeburg, Ontario

The Victory Heating Boiler



Is a water tube boiler designed for heating and is the safest boiler that can be used.

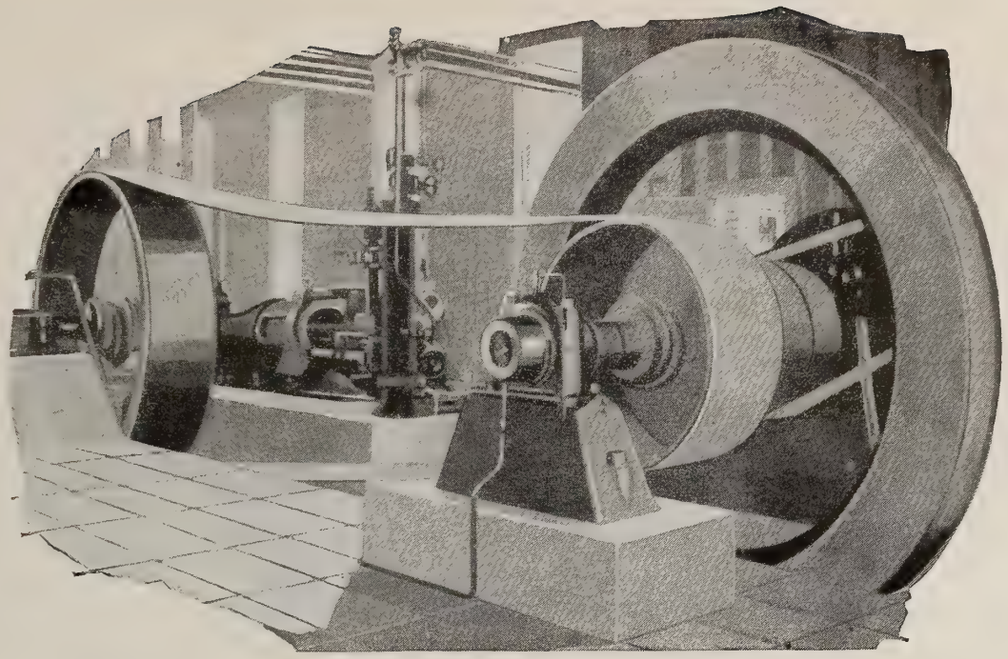
It has a steel case lined with asbestos and firebrick and requires no brick setting.

It may be shipped knocked down and taken into a building through ordinary doors.

Robb Engineering Works, Limited -- Amherst, N.S.

Montreal Office:
16 Cathcart Street

Toronto Office:
20 Victoria Street



The right belt

Freedom from costly repairs and wasteful power leakage—due to inefficient transmission—is the result of the right belt in the right place. This is why Dominion Friction Surface Belting is in such wide use in industrial plants throughout the Dominion.

Without any obligation to you, our nearest service branch will gladly send an experienced belting man to help solve your transmission problems.

Dominion Rubber System

Service Branches

Halifax	Ottawa	Kitchener	Brandon	Calgary
St. John	Toronto	North Bay	Regina	Lethbridge
Quebec	Hamilton	Fort William	Saskatoon	Vancouver
Montreal	London	Winnipeg	Edmonton	Victoria

DOMINION RUBBER SYSTEM PRODUCTS

Belting

Transmission: "Dominion," "Keewatin," "Para."
Conveyor: "Rockproof," "Canadian," "Hiheat"
Elevator: "Dominion," "Rockproof."
Agricultural: "Dominion," "Star."
Grain Elevator: "Metcalf Standard," "Grain King."

Hose

Air: "Kushion Kover," "4810 Airtite," "Star."
Steam: "Indestructible," "Rockproof," "Para."
Water: "Indestructible," "Para," "Kushion Kover," "Star."
Suction: "Para," "Star," "Trade."
Garden: "Canadian," "Dominion,"

Packing

Sheet: "Join-Tite," "Star," "Importers."
Rod: "Cabestos," "Valve-Bestos," "Canadian."
Valves: "Montreal," "Commercial" "Canadian."

Miscellaneous

Mats, Matting and Flooring.
Moulded Goods.
Plumbers' Specialties.
Hard Rubber Goods, Tubing.
Rubber Covered Rolls, Deckle Straps.
Friction Tape, Splicing Compound.

CANADIAN CONSOLIDATED RUBBER CO. LIMITED
DOMINION RUBBER SYSTEM
AND ASSOCIATED COMPANIES



— ACCURACY —

That's the main point in a Glue Jointer. It must make at machine speed joints so smooth and straight that they can scarcely be detected in the finished product. Such a machine is

YATES No. 213 Continuous Feed Glue Jointer

The 213 is adaptable to many other kinds of work as well as Glue Jointing, and has so proven itself. With a 213 short and narrow stock can be accurately jointed and glued together, thus saving these small pieces that otherwise would go to the scrap heap.

Ask for our New Glue Jointer Book, most comprehensive book on Glue Jointing published. Sent gladly upon request.

P. B. Yates Machine Co. Limited

Hamilton - Canada

Where other Belting has Failed

"P.M.S." BELTING

Has "Made Good"

Minimum Stretch—Due to strength of fabric

"Non-Slip" Feature—Due to special quality of rubber surfacing.

For Hot Work—Excessive heat does minimum injury to "P.M.S." Belting.

For Wet Work—No other belting ever stood the action of moisture with so little effect.

If you have transmission problems get the free advice of our experts

"P.M.S." BELTING

Gutta Percha & Rubber, Limited

Head Offices and Factory: TORONTO

Branches in Leading Canadian Cities

PROVINCIAL PAPER MILLS
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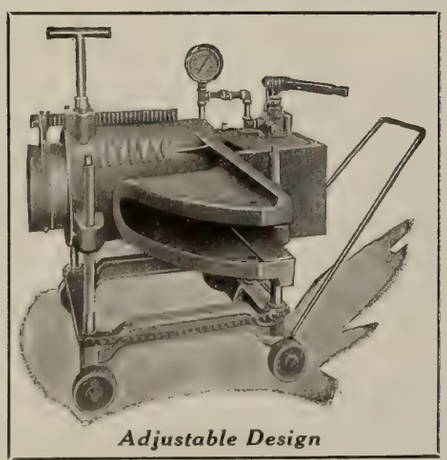
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TORONTO, CANADA

Portable Hydraulic Forcing Presses



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STANDARD STOCK SIZES
75—100—150—250—300 TON CAPACITY
DESIGNED FOR REPAIR WORK
Also HYDRAULIC EQUIPMENT FOR ALL USES

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THE HYDRAULIC MACHINERY CO.
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Wood Tanks and Vats, all shapes and sizes, made from White Pine, B.C. Fir and Cypress.

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HEAVY service imposes a tremendous strain on your plant machinery. Every individual part of every unit must be properly lubricated to carry the load.

Scientific selection of your lubricating oils is every bit as important as the careful choice of mechanical units themselves.

Imperial Lubricants, backed up by Imperial Service, will solve your lubricating problems. Increased production, minimum depreciation and lowered lubricating costs surely follow.

There's a right grade of oil for every service condition; the quality is always uniform, with ample supplies conveniently available. Imperial Lubrication Engineers will gladly advise you on all lubricating problems.

Write to 56 Church St., Toronto.

IMPERIAL

Lubricants

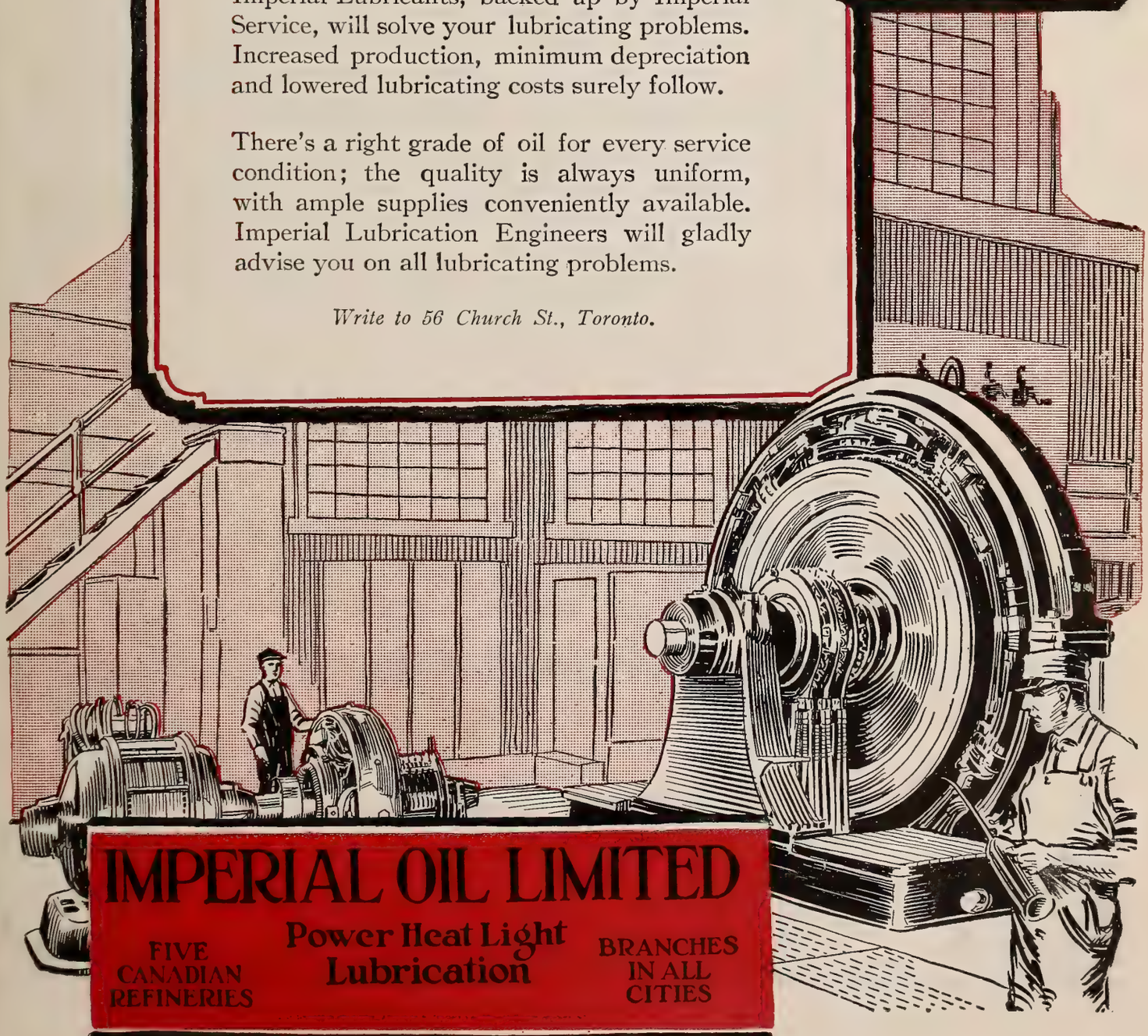
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MEANS A SAVING IN TRANSPORTATION

With a network of Factories, not only planned but in actual operation, and a number of Distribution Stations situated at all large centres all over Canada, purchasers of Oxygen can obtain their supplies at a point very near to the point of consumption. This completely obviates heavy freight charges on cylinders, and assures an immediate supply at any time within a few hours, and even minutes, after the orders are placed.

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If you are interested in our products, it will be to your advantage to purchase from us. Buying *"Made in Canada"* goods insures prosperity for everyone in the country.

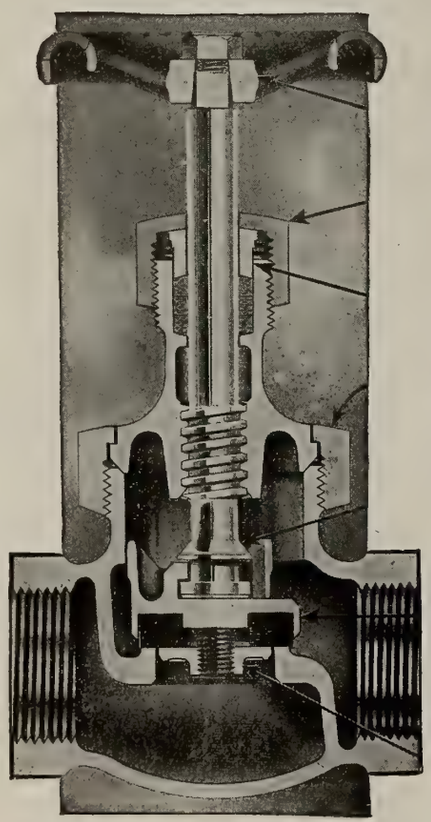
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ROLLING MILLS

Brown's Copper & Brass Rolling Mills Limited

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SEVEN FEATURES OF THE CRANE NUMBER 7

for use in plants where continuous service is required and where discs must be changed quickly without injury to the valve.



1—Easily removable malleable iron, non-heat wheel

2—Malleable iron nut

3—Brass gland

4—Malleable iron nut

5—May be packed under pressure when valve is wide open

6—Removable disc holder for quick change

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Made in sizes ¼-to 2-inch; for 150 pounds steam working pressure; discs for steam, air and water supplied as ordered. Body, Bonnet, Stem, Disc Holder, Gland, made of Brass.

Fully described in Circular No. 1 which will be sent upon request.

Manufacturers of Valves, Fittings and Piping Equipment and Distributors of Pipe, Plumbing and Heating Supplies.

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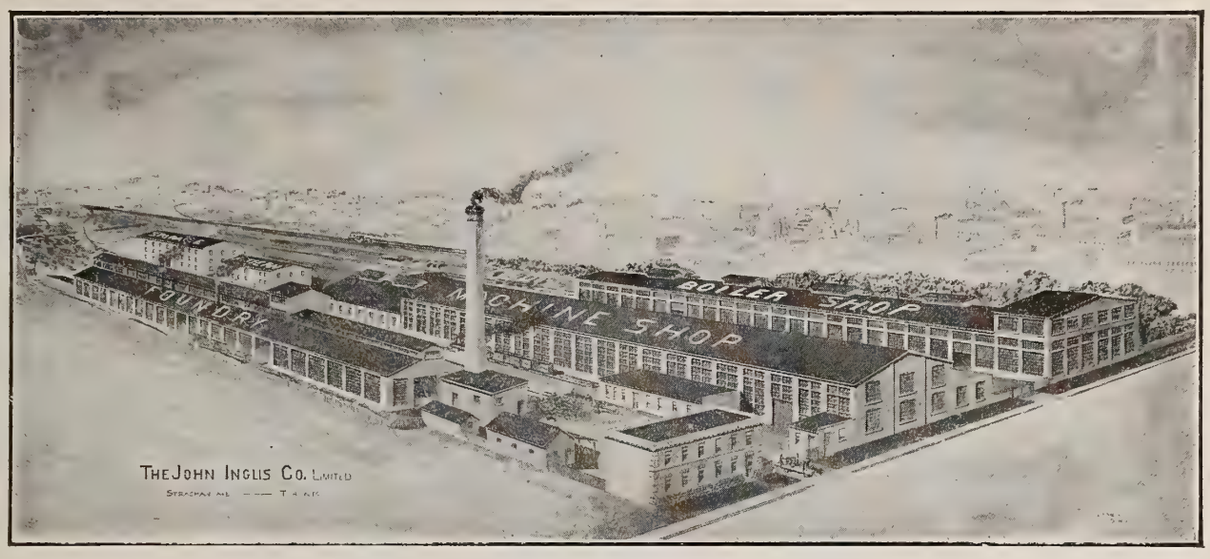
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8



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of All Kinds for Any Service

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Engineers and Boilermakers

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PETROLEUM PRODUCTS

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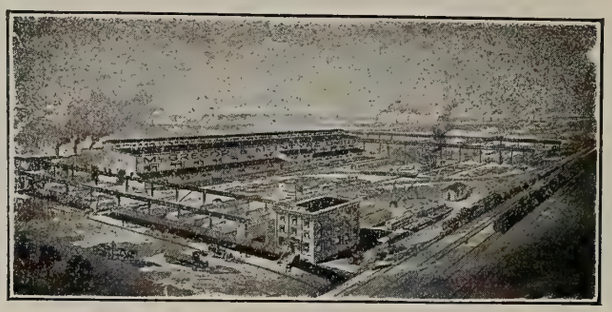
Have you ever secured from us all the particulars about our complete lines of lubricants?

Perhaps we could save you some money—and add to the efficiency of your equipment.

It will not obligate you to get in touch with us. We manufacture and refine a most complete line of oils and greases, as well as industrial paints and boiler compound.

CANADIAN OIL COMPANIES
LIMITED
"Scientific Refining"
39 Branches Throughout Canada
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Montreal Office: 404 New Birks Building

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High-class Made-in-Canada product
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Hamilton Motor Works, Limited
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Ignition Chambers
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Pivots
Diaphragms

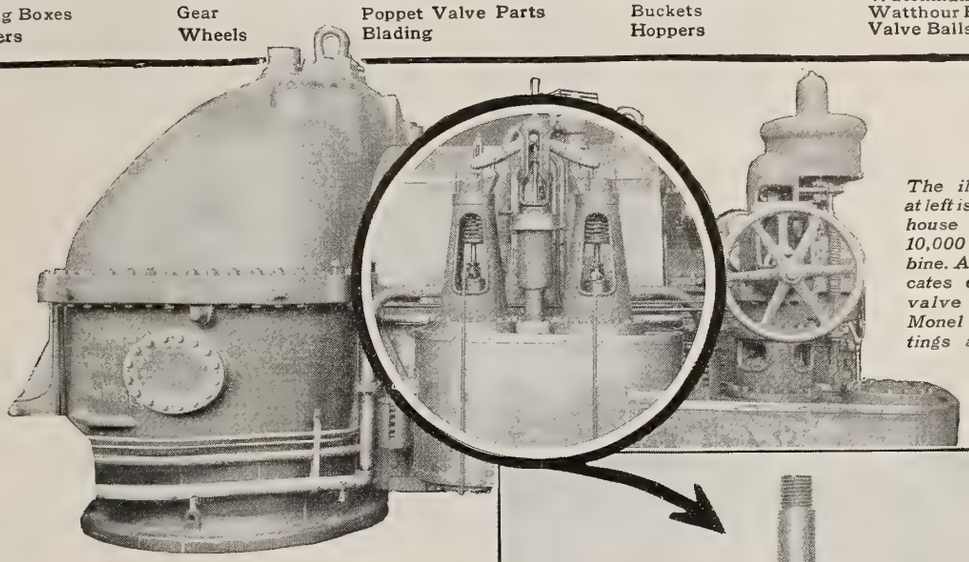
Conveying and Handling Apparatus
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Buckets
Hoppers

Air Compressors
Valves

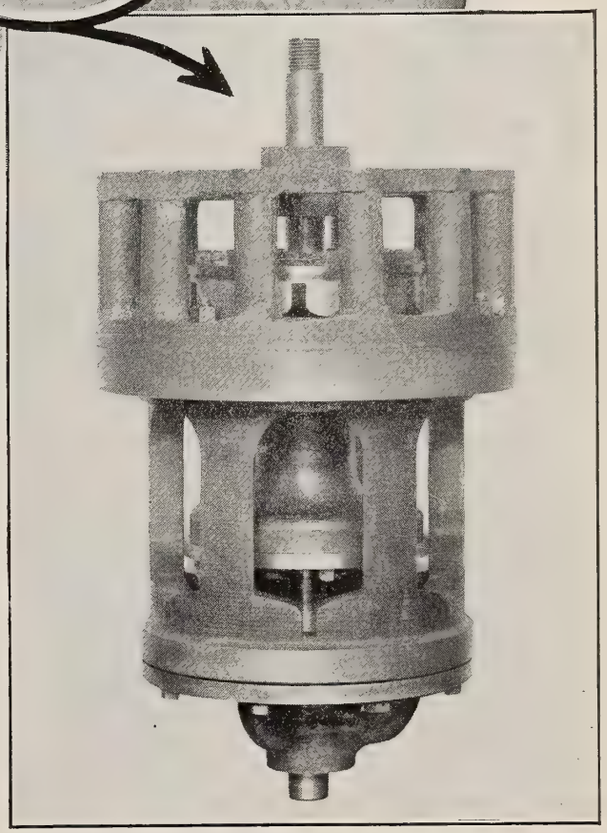
Blowers, Fans
Blading

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Special Apparatus
CO_2 Recorders
Watchman Recorders
Watthour Recorders
Valve Balls



The illustration at left is Westinghouse 128 C.W. 10,000 K.W. turbine. Arrow indicates detail of valve in which Monel metal fittings are used.



Monel metal
insures continuous machine service

WESTINGHOUSE uses Monel metal in steam turbines as poppet valve parts and as blading because it resists corrosion and steam wear—withstands high heats—has the strength and approximately the co-efficient of expansion of steel.

These characteristics plus the ability to resist most chemical attacks make Monel metal most valuable to engineers, managers and superintendents of manufacturing plants.

As indicated by the uses listed at the head of the page, Monel finds its work in special as well as in standard apparatus. It is the recognized metal for parts of valves that must handle high pressure or superheated steam, acid and alkaline solutions. It has become part of the standard specifications of the largest engineering organizations for duties where other metals have been tried but failed.

The name Monel identifies the natural nickel alloy—67% nickel, 28% copper and 5% other metals—produced by The International Nickel Company. Monel products include Monel blocks, Monel rods, Monel castings, Monel sheet, Monel wire, Monel strip stock, etc.

The International Nickel Company of Canada, Limited
Harbor Commission Building
TORONTO - - - ONTARIO

INCO MONEL METAL INCO NICKEL

THE INTERNATIONAL NICKEL COMPANY
Producers of METALLIC NICKEL *in the forms of* Ingot, Shot, Electrolytic Cathodes-99 9/10%, Malleable Nickel, NICKEL SALTS-Oxides, Carbonates, Sulphates, Sulphides, Acetates, Formates - MONEL METAL, Ingot, Shot, Blocks

Steel Barrels

that do not leak.
Adopt the modern package.



Made in Canada

Made to give hard service

The Smart-Turner Machine Co., Ltd., Hamilton, Canada



MAKE your advertising lasting and thereby receive repeated returns by employing a useful medium.

The accompanying illustration shows a few of the many advertising novelties we have made.

We are manufacturers of this line of merchandise and are always pleased to submit suggestions and special designs for your particular requirements.

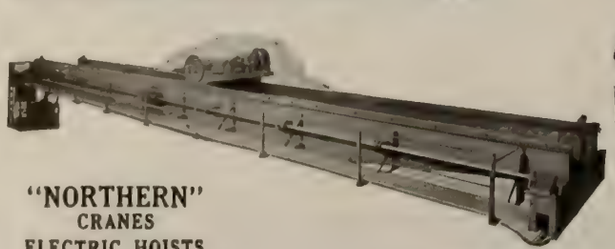
Illustration shows goods half actual size

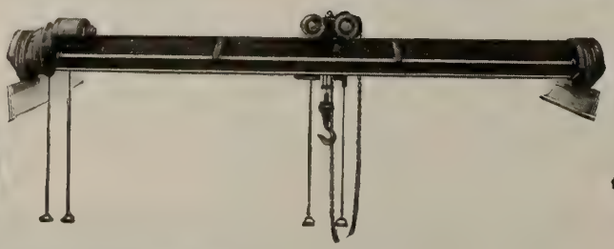
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ELECTRIC TRAVELLING CRANES **HAND CRANES** **ELECTRIC HOISTS**







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CRANES
ELECTRIC HOISTS
AIR HOISTS
FOUNDRY EQUIPMENT

NORTHERN CRANE WORKS LIMITED
WALKERVILLE, ONTARIO

Wire Rope and Fittings



OF ALL CONSTRUCTIONS

For Ships' Rigging, Hawsers, General Hoisting and Crane Use

We solicit your enquiries

Have you a copy of our Catalogue?

We also manufacture

Boat Railings, Steel Lavatory Partitions, Iron Stairways and Wire Cloth for all purposes

Canada Wire & Iron Goods Co.
HAMILTON

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SOLDER

LEAD PIPE

SHEET LEAD

The Canada Metal Co.
LTD. TORONTO



Canadian Carbide

Made in Canada

SOLD THE WORLD OVER

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QUALITY, GAS YIELD AND PACKAGE

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Canada Carbide Company, Limited

MONTREAL - CANADA

Works:
St. Catharines, Ont.
Shawinigan Falls Que.



Why Risk a Delayed Alarm ?

Your valuable property needs the utmost in protection when fire starts. The slightest delay in sending in the alarm may prove disastrous. A

Northern Electric Gamewell Fire Alarm System

in your plant connects with the street box and signals the Central Fire Station the instant one of its boxes is pulled.

Automatic, accurate and instantaneous, it is the one positive method of bringing the Fire Brigade to your aid without waste of time or confusion. It saves seconds when seconds means lives and money.

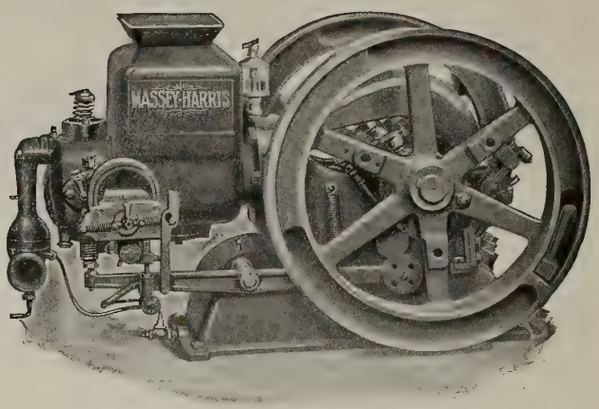
Write our nearest house for timely Fire Alarm Literature

Northern Electric Company
LIMITED

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Halifax	Hamilton	Calgary
Quebec	London	Edmonton
Ottawa	Windsor	Vancouver
	Winnipeg	



Massey-Harris



An Engine You Can Depend On

The Massey-Harris Engine can be depended on to give all the year 'round service in any kind of weather at minimum cost, because it's designed on scientific principles and every part built to stand up and wear long.

Think what these features mean:

Simple in operation.

A Simple and Efficient Carburetor gives a perfect mixture in any kind of weather.

Effective Governor—No charge or spark on Idle Stroke.

Valves Easily Removable.

Large Water Space surrounding Cylinder.

Safe Gasoline Storage in the substantial Cast-Iron Base.

Write for more detailed description of the Massey-Harris Gasoline Engine.

Made in Sizes to deliver from 2 to 15 H.P.

MASSEY-HARRIS CO., Limited

Head Office—Toronto, Canada

Canadian Branches at

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AGENCIES EVERYWHERE

Jenkins Valves

Confidence Born of Knowledge

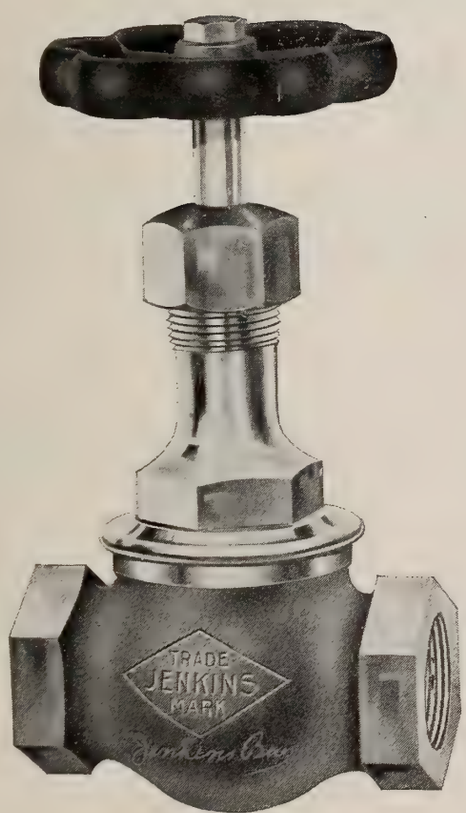


FIG. 106

No matter what the service the installation of Jenkins Diamond Marked Valves is an assurance of dependability and freedom from valve annoyance.

Base your confidence in the serviceability of Jenkins Diamond Marked Valves on the fact that they have set the standard in every line of industrial endeavor since 1864.

Jenkins Valves can be opened and closed easily, do not leak and completely control the passage of water, steam, air, gas, and other liquids and vapors.

Catalog No 8, showing the entire Jenkins line, will be mailed you on request.

Jenkins Bros.

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LIMITED

TRADE JENKINS MARK

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AGENCIES IN ALL THE PRINCIPAL COUNTRIES OF THE WORLD

Jenkins Bros

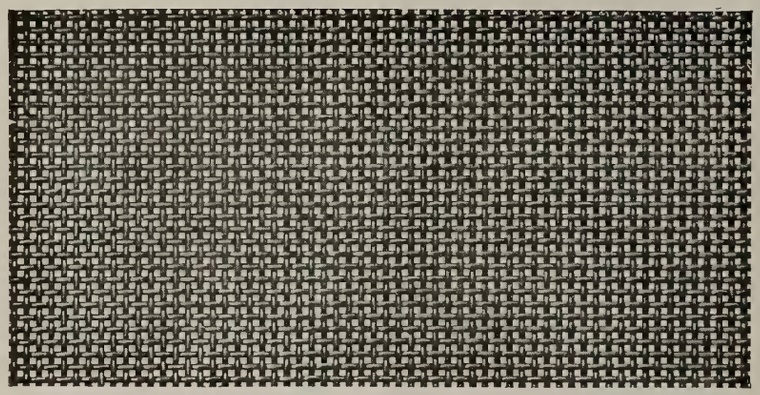
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MANUFACTURERS OF

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PERFORATED METALS



Hamilton, Ont. **Montreal, Que.**

The WM. KENNEDY & SONS, Limited

Manufacturers of

MALLEABLE IRON CASTINGS

STEEL CASTINGS

GREY IRON and BRASS CASTINGS

SPECIAL MACHINERY

Built to Engineers' Drawings and Specifications

OWEN SOUND - - - ONT.

MASON REDUCING VALVES



TRADE MARK MASON

THE MARK OF KNOWN QUALITY
Look for it when buying Valves



Made in Canada by

The Mason Regulator & Engineering Company, Limited
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Agencies or Branches at TORONTO, QUEBEC, HALIFAX, WINNIPEG and VANCOUVER



SMALL GREY IRON CASTINGS

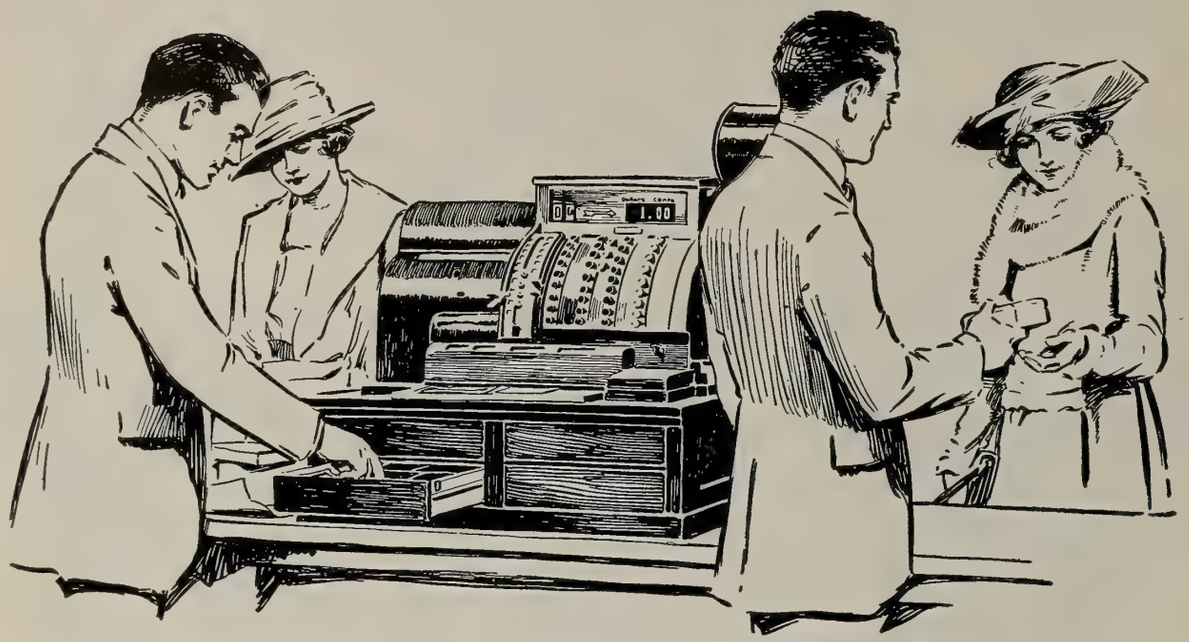
We specialize in fine small castings
Also have factory to do Enamelling, Nickel Plating and Light Machining (or Machine work)



We make Castings in quantities for

Stoves, Oil Stoves, Gas Ranges, Laundry and Ironing Machines, School Desks and Chairs, Hot and Cold Air Registers, etc.

BOWMANVILLE FOUNDRY CO. LIMITED
BOWMANVILLE, ONTARIO



Clerk D is making change from his cash drawer. The amount of the sale is shown at the top of the register. The other clerk is handing change and parcel to the customer. He made change from his own cash drawer.

A separate cash drawer for each clerk

This makes clerks more efficient because:

1. Each clerk is responsible for the business he handles.
2. In case of error it shows who made the mistake.
3. It gives each clerk credit for the work he does.

An up-to-date National Cash Register with separate cash drawers measures the ability of each clerk.

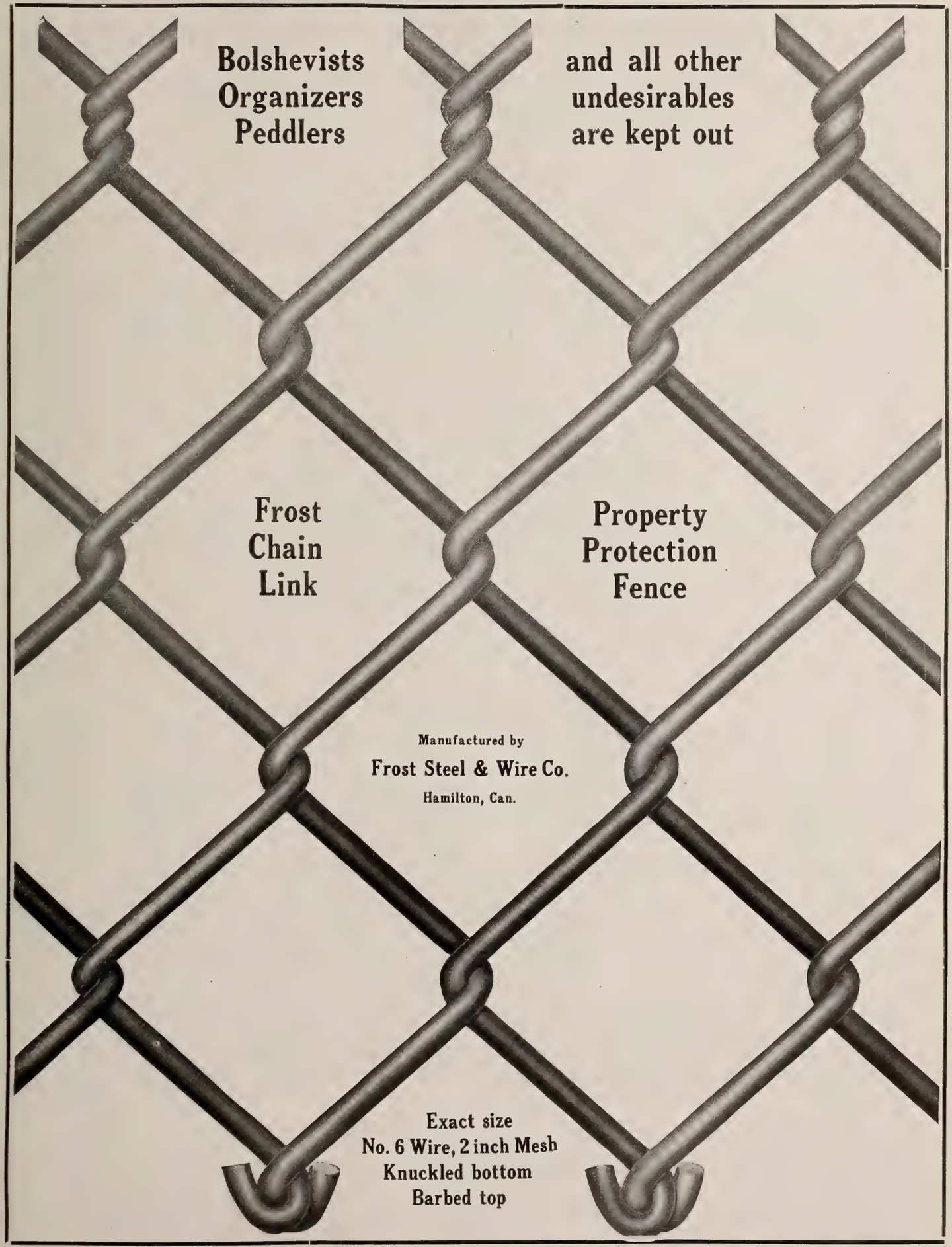
Up-to-date National Cash Registers are made with any number of cash drawers, from one to nine

We make cash registers for every line of business

NATIONAL CASH REGISTER CO.

OF CANADA LIMITED

Protect Your Plant With a Woven Steel Wall



CANADIAN FURNACE CO.

LIMITED

PORT COLBORNE, ONT.

Manufacturers of Pig Iron

BRAND "VICTORIA"

"VICTORIA" FOUNDRY IRON

Strong—Soft—Neutral

"VICTORIA" MALLEABLE IRON

Furnished to all Standard Analyses

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BUFFALO, N.Y. PITTSBURG, PA. DETROIT, MICH.

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Snagging With An Alundum Wheel

For snagging or surfacing manganese steel castings our Alundum grinding wheels have proved their worth.

The crane wheel shown below has rough burrs and ridges left by the moulding. These are effectively and quickly removed with an Alundum wheel, grain 24, grade R.

The surface grinding of manganese steel crusher segments on planer type machines is another severe operation for the grinding wheel. Alundum vitrified wheels, grain 24, grade M, do this work successfully.

Such rough grinding operations call for a free, rapid, cool-cutting grinding wheel. ALUNDUM WHEELS HAVE THESE QUALITIES. Why not try them?

NORTON COMPANY OF CANADA, LTD.

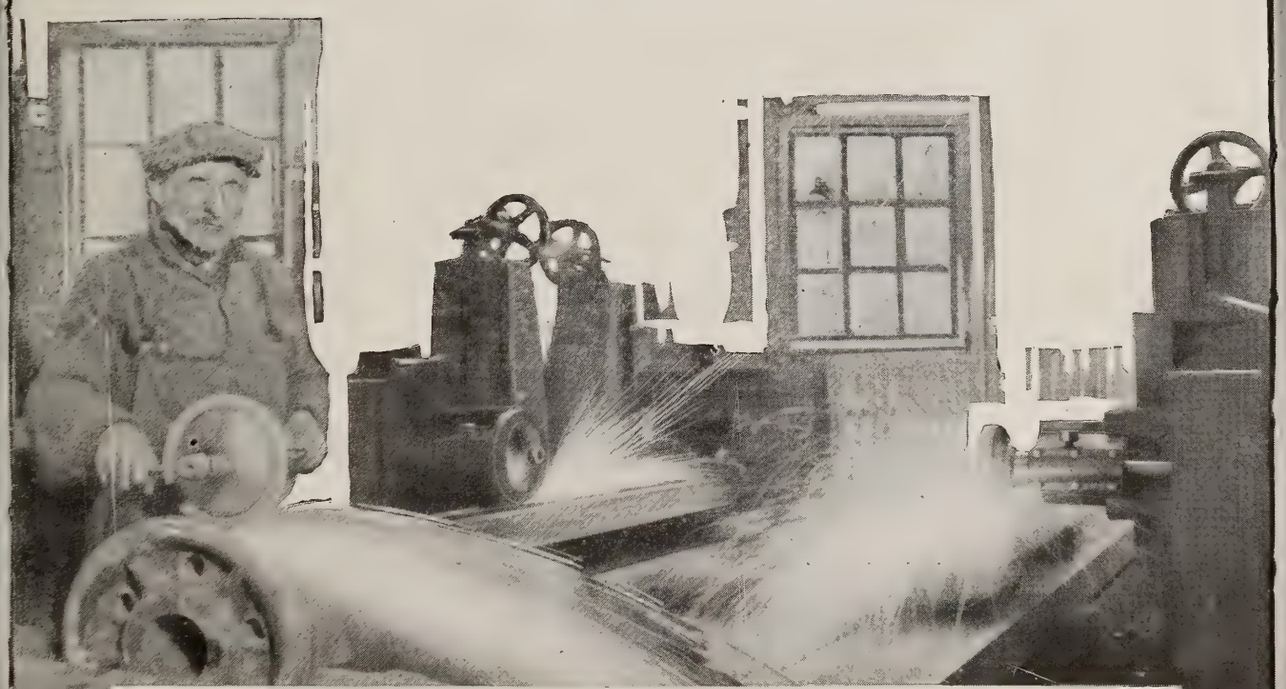
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Electric Furnace Plants:

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Canadian Agents: The Canadian Fairbanks-Morse Co., Ltd., Montreal, Toronto, Ottawa, St. John, N.B. Winnipeg, Calgary, Saskatoon, Vancouver, Victoria

F. H. Andrews & Son, Quebec, Que. Simonds Canada Saw Co., Vancouver, B.C. R-9



NORTON PRODUCTS ARE:

Alundum Grinding Wheels, Crystolon Grinding Wheels, Alundum Grain for polishing, Glass Cutting Wheels, Razor Hones, Scythe Stones, Alundum Refractories, Alundum Safety Tile, Rubbing Bricks and Sticks, Grinding Wheel Dressers, complete line of Grinding Machines, Bench and Floor Stands

MORRIS CRANES



The exceptionally long life and good service of Morris Cranes have surprised many industrial equipment buyers. These qualities are not accidentally acquired. They are put into every Morris product.

THE HERBERT MORRIS CRANE & HOIST COMPANY

Limited

ELECTRIC HOISTS
ELEVATING TRUCKS

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GRAB BUCKETS

Overhead Runways



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BERLINER GRAMOPHONES

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Completely Equipped with

Fenestra

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ALGOMA

Structural Steel
Merchant Bars

Blooms

Billets and Slabs

Concrete Reinforcing Bars

Shafting Pulleys Hangers

Iron, Brass, Bronze and Steel Castings

SULPHATE OF AMMONIA
NITRE CAKE, SULPHURIC ACID

STEEL RAILS
Open Hearth Quality

Splice Bars

Steel Tie Plates

Light Rails—12 lbs. to 45 lbs.

PIG IRON

Basic Foundry
Bessemer Spiegel

Algoma Steel Corporation
LIMITED
Sault Ste. Marie - Ontario

The Highest Pinnacle of Excellence

No other chemicals on the market have attained such a high standard of purity and excellence as

WINDSOR BRAND CHEMICALS

We shall be pleased to fill your order for

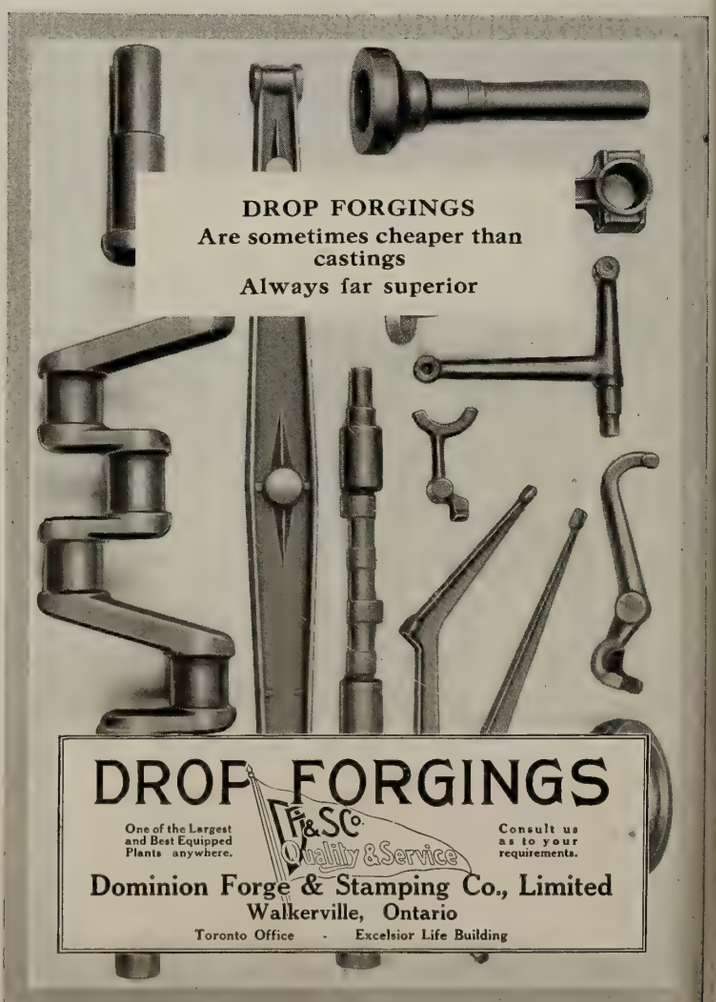
Caustic Soda
Chloride of Lime
or Bleaching Powder

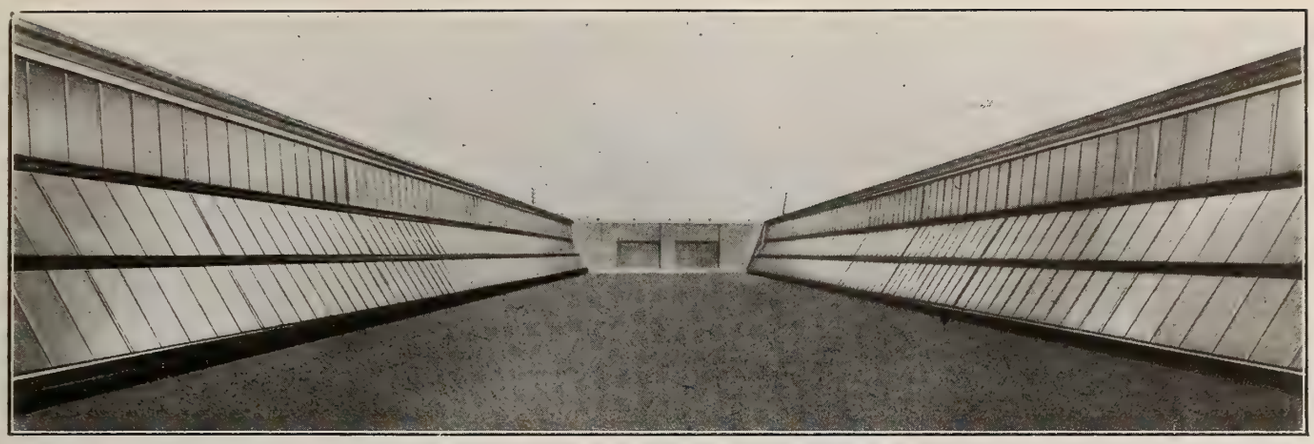
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The Canadian Salt Co., Limited
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Chemical Plant Sandwich, Ont.





Use that Idle Time

Booklets on Ormsby-Lupton Service

We have published four booklets showing examples of Ormsby-Lupton Service applied respectively to: (1) machine shops; (2) foundries, forge shops and other heat-producing buildings; (3) general manufacturing buildings; (4) power houses. Copies will be sent free to any business executive, architect or engineer on request. State what types of building interests you.

YOUR architect or engineer may not be busy now, but he will tell you if the work he has held up in his office were released he would be rushed. This will be released presently and you will want plans for your next building. Start him now and get the benefit of his unhurried time.

And remember that modern daylighting and natural ventilation involve far more than merely "so many square feet" of sash and ventilators. The basic design of the building itself is more than likely to be involved.

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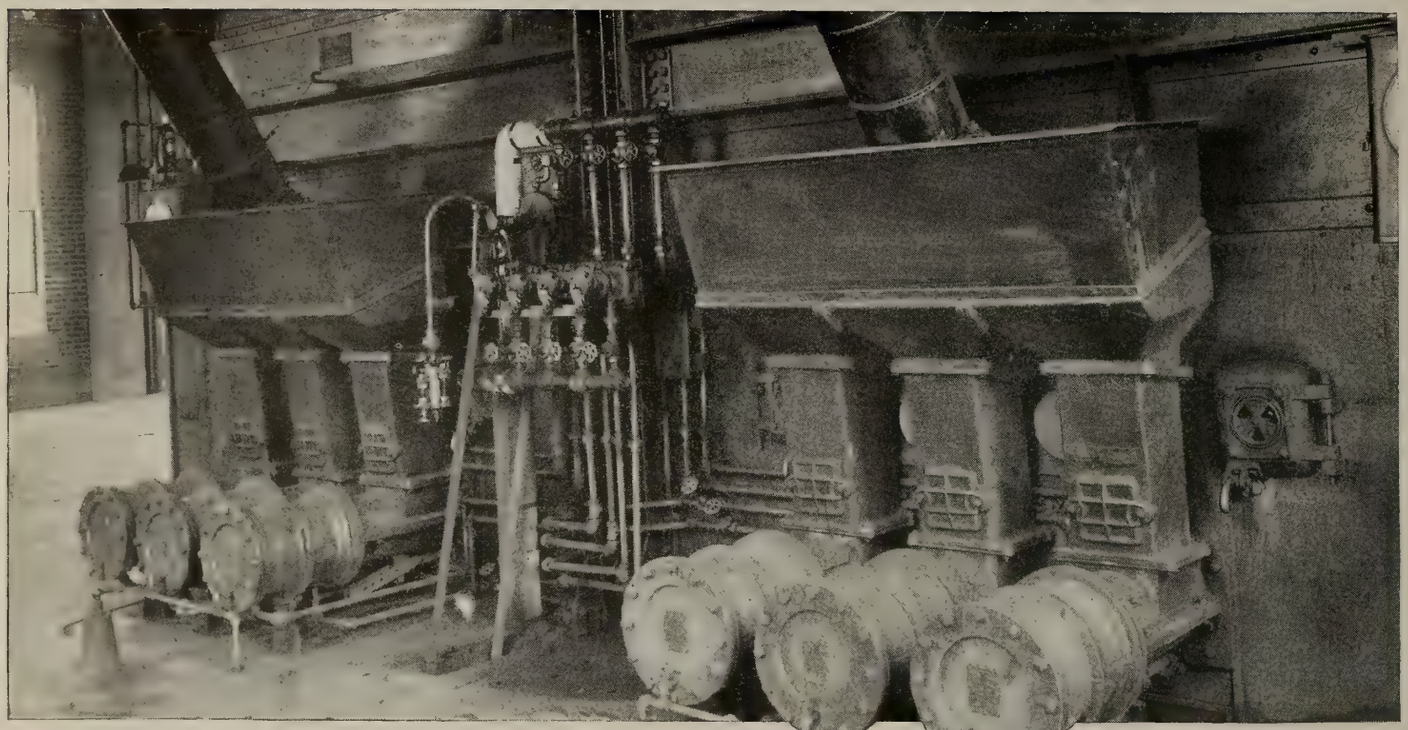
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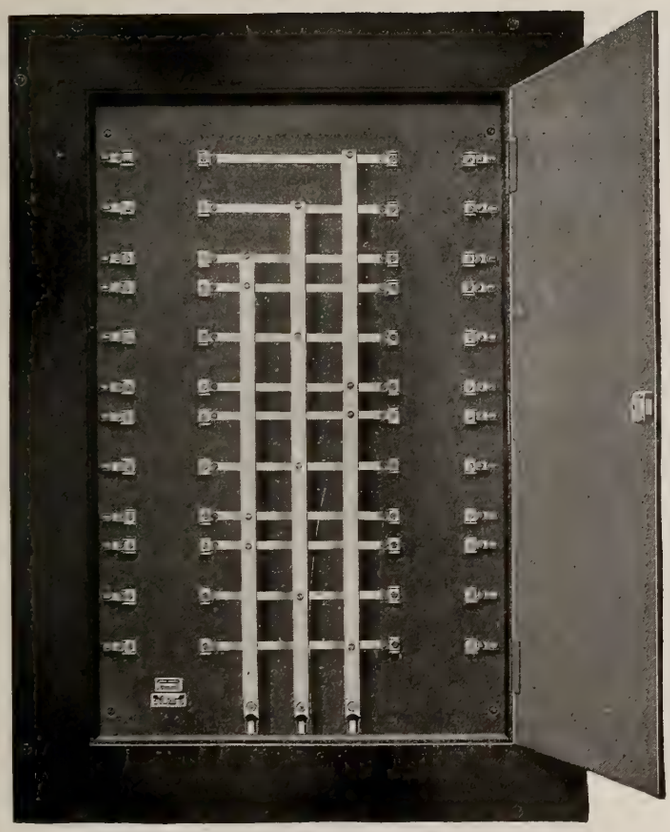
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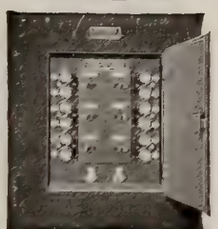


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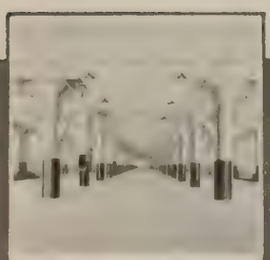
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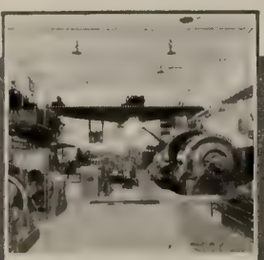
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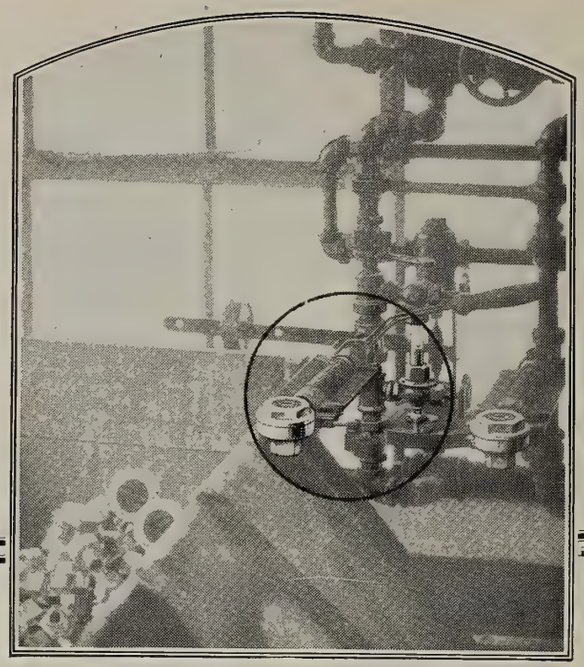
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Vol. XXII. TORONTO, MAY, 1921 No. 1

Editorial Comment

Annual Meeting Approaches

IN the course of a few weeks members of the Association from all parts of Canada will be assembling in the fine old city of Quebec for the purpose of holding the customary annual general meeting. Each and every annual meeting is important, and, as the work of the Association grows and its membership increases, these gatherings take on an added value from year to year. But the coming 1921 convention has a special importance, for it marks an epoch in the history of the organization. It is the fiftieth annual meeting, and an occasion of more than usual interest on that account.

Away back in 1872 the Association came into being. It was started in a very small way, and for quite a number of years it continued to exist as more or less of a local institution, with its membership pretty much limited to a few Ontario and Quebec cities. Then about the dawn of the present century it took on a new lease of life and began to expand along more national lines. To trace its history through the two past decades would be to tell of a growth in service and in influence which has brought the organization up to its present state of usefulness and efficiency.

It is fitting that the fiftieth annual meeting should be held in Quebec. There members will come into touch with the beginnings of their country's history. They will feel something of the influence of the storied past and will appreciate more fully the significance of the half-century's progress that lies behind their own organization. The cementing of the bonds of good-fellowship between French and English-speaking members of the Association will also fit in very nicely with the spirit of the occasion.

We urge a record-breaking attendance at the coming meeting. The historic nature of the event deserves consideration. The fact that the country is passing through uncertain times, with business unsettled and with disturbing doctrines being so vigorously preached, demands united action and the strength which the presence of numbers imparts. Besides these factors, the convention city and convention headquarters are very attractive, and should prove a drawing card to hundreds of members.

The usual programmes and announcements are being sent to the membership. These give full information about travelling and hotel arrangements, business to be transacted, entertainment, and all other details connected with the event. Once again, we bespeak favorable consideration by the members of the invitation to be present at the fiftieth annual meeting.

Producers and Distributors in Conference

A GATHERING, unique in the history of Canadian business, took place in Toronto on the last two days of March. For the first time representatives of the men who produce manufactured goods and of the men who handle them on the way from factory to consumer came together for the discussion of a problem of mutual interest. The varied interests of manufacturers, wholesalers and retailers, were aired at sessions which, while full of spirited argument, were yet imbued with an atmosphere of good-will and a desire to get together and enunciate findings that would be mutually satisfactory.

Taxation was the subject of the conference. On the proposition that the country should no longer be burdened and business hampered by the business profits war tax, there was complete unanimity. Neither was there any objection to the proposal that the Income War Tax Act as regards corporations should be repealed. Finally all parties were agreed that the sales tax should be the means used to provide the revenues required by the Government.

Opinion was divided, however, on the way in which the sales tax should be imposed. Some of those present took the stand that the course of business would be impeded less were the tax to be levied at the source, that is to say on the manufacturers. Others argued that less interference with business would result were the tax to be reduced to the smallest pos-

sible amount and levied on all business transactions. It was pointed out, for example, that were the tax rate small there would be a better chance for it to be absorbed, whereas were a larger tax imposed at the source, such tax could not be absorbed, but would be pyramided from manufacturer to consumer, ultimately increasing the cost of commodities to such an extent that buying would be impeded.

The debate brought out many interesting points and, as a verbatim report was taken of the proceedings, the Minister of Finance will have before him much useful information when he comes to decide on the line of action to be adopted. The decision of the conference to endorse the sales tax, but to leave it to the Government to specify the method of application, was a sensible proceeding.

Fire Prevention in the Home

A PRACTICAL step, which should effect improvement, has been taken by the Ontario Fire Prevention League, Inc., in inaugurating a home inspection campaign through the schools of the Province. A "Home Inspection Blank" has been prepared, containing thirty-one spaces, in which answers to a series of questions are to be written by the school children. If answered completely, they will afford an excellent survey of conditions as they exist in the homes of the people, besides influencing the boys and girls to clean up danger spots and otherwise put into practice the principles of fire protection. A quarter million copies of the blank have been distributed.

Statistics show that sixty-four per cent. of the fires that occur are in the homes and that eighty per cent. of these are preventable. Last year in Ontario there were 5,644 fires in houses. This is a good spot of attack, and, through the campaign just inaugurated, the Ontario Fire Prevention League should be able to effect an appreciable improvement. Their efforts deserve the support of all our manufacturers.

A Democratic Organization

MEMBERS of the C.M.A. are again reminded that they belong to a democratic organization in the administration of whose affairs they can each have a share, if they will but make use of their privileges. Just now a notice is in the hands of the membership advising them that nominations may now be made for next year's officers and committees. Any active member in good standing is eligible for election, and may be nominated by any other member in good standing, and the election takes place at the annual general meeting.

The Association needs new men each year to take up the work that is being passed on from the hands of the older members. If there is to be real progress there must be an infusion of new blood from time to time. Years ago the work could be carried on by a few loyal officers. Then the scope of the Association's activities was small. To-day, with its executive council and its nine standing committees dealing with matters of very diverse and often very specialized interest, the requirements in the way of man-power and of brain-power have become extensive.

There is much genuine satisfaction to be derived from participating in Association work. Members joining one or other of the committees are thrown into contact with colleagues whose acquaintance it is a pleasure to make and whose viewpoint it is helpful to obtain. They have the gratification of knowing that they are doing something for the common good, while they can look forward to that appreciation which is almost invariably accorded to the men who serve others.

We trust that there will be a plentiful supply of names for the various committees, and to each member of the Association we would say: Exercise your prerogative either by putting some good man in nomination for a committee or seeing that your own name is put forward.

Good Educational Work

CLAIMING that the publication of half-truths is to blame for much of the unrest prevalent throughout the country, the editor of the *Orillia Packet*, in a recent issue, undertakes to show a correspondent how, by overlooking certain considerations, he is judging manufacturers and the shareholders of manufacturing companies unfairly. The correspondent had referred to the fact that a Canadian paper manufacturing company had, last year, on total sales of $10,500,000, made profits of over $5,000,000, and exclaimed that the masses should rise up in protest. The terms "robbery," "50 per cent. of the selling price of paper into the pockets of shareholders," "loafing," "social butterflies," "profiteering," were liberally sprinkled through the letter.

Dealing with this bitter outburst, the *Packet* showed that the company referred to, the Abitibi Power & Paper Co., had had to meet from its gross earnings over one million dollars business profits tax besides charges for interest and depreciation, these deductions bringing down the net profits to a level where the directors did not feel justified in declaring more than a 4 per cent. dividend. "Doubtless the company is putting aside something for a rainy day," it adds, "but this is good business for companies as well as individuals. Paper companies have not always paid dividends."

The *Packet* then showed how advantageous the high price of paper had been to Canada, in that 85 per cent. of the production had been exported, forming a big item in Canada's list of exports. Then it gave facts and figures about the income tax to prove that

the Government was by no means pampering the people with large incomes. Further, it demonstrated that while some companies might be making profits, others were losing money, instancing the experience of the Ames-Holden-McCready Co. "Would it not have been better for everybody if the company had made a million and a half, instead of losing it, and kept its men employed all year?" was the pertinent question. "If profits are to be restricted when an industry is flourishing, who is to pay the losses in dull times?"

Speaking particularly of the paper manufacturing industry, the *Packet* remarks: "We don't see why the workingmen should be exercised over a situation which means work for many of them, at good wages, and big revenue for the Government?"

Gospel of "Made in Canada" Spreads

FROM all parts of the country come indications that the "Made in Canada" movement is gaining headway. People who have never concerned themselves before as to the source of the goods they purchased, or who have been beguiled by the fancied superiority of the "imported" article, are now taking thought as to the real significance of the "Made in Canada" argument. They are putting two and two together and, as Sir Henry Drayton so pointedly remarked, are questioning the desirability of purchasing unnecessary imports when such purchases are adding dollars to the cost of necessary imports like coal.

Various channels are being used to preach the gospel of "Made in Canada," but none are proving more effective than the columns of Canadian newspapers. The press is doing a splendid work in this connection and one worthy of its patriotic principles. Through the press, as never before, the people are being induced to give their support to a movement which will ensure more work for Canadian factories and thus lessen the evils of unemployment.

As a good example of newspaper educational work, a recent issue of the *Charlottetown Guardian* may be cited. The *Guardian* devoted nearly a column of editorial to the subject. It quoted the already well-known figures of our imports from the United States and declared that in buying these goods Canadians were depriving workmen in this country of the work and wages to which they were justly entitled.

"The person who buys goods of foreign manufacture when the same goods are being made at home is doing an irreparable injury to his country and to himself," said the *Guardian*. Many of us have acquired the unfortunate habit of investing with a sort of superiority in articles of foreign manufacture. We are buying brands, not goods; we are depreciating the home product for the sake of a foreign certificate of superiority. . . . 'Made in Canada,' should be our slogan."

All over Canada, valuable work of this kind is being done and, while it can scarcely be hoped that Canadian goods will entirely displace imported goods in the favor of Canadian consumers, the cumulative result of all the writing and talking about the need of supporting home industry will undoubtedly be considerable.

The British Industries Fair

WE devote space in this number to an article reviewing the recently held British Industries Fair from the Canadian standpoint. While primarily intended for the display of goods manufactured in the United Kingdom, the Fair is not limited to such productions. The writer of the article states that he was assured by a Board of Trade official that Canadian manufacturers were not only entitled to exhibit, but would be welcomed. As an opening, therefore, for the sale of Canadian goods to buyers from all parts of the world, this annual fair possesses undoubted value.

"I am not aware," writes Mr. Kirkwood, author of the article, "how earnest or definite was the effort made by the British Department of Overseas Trade (the organizers of the British Industries Fair) to obtain exhibitors from Canada. I imagine that this year it was not very great or urgent in view of the overwhelming demand for space from domestic firms. Yet the admissibility of Canadian exhibits is something to be remembered by those Canadian manufacturers and producers who may be seeking export trade and who would find in the British Industries Fair a ready-made opportunity to show their wares to the buyers of the whole world."

This is an important statement, and we commend it to the careful attention of our readers. Export business may appear unpromising at present, but a time will undoubtedly come when opportunities for doing business on a big scale will revive. Those manufacturers who start in to do missionary work will reap the benefit later, and one good way to make a start is through the opening offered by the British Industries Fair. There should be a good Canadian delegation for the 1922 event.

Under the heading "Our Trade Relations With Canada," the monthly bulletin of the National City Bank of New York says: "Wheat is one of the products we are receiving from Canada in payment for our exports, and we send every bushel of it to Europe, or it releases a bushel of our own to be sent instead. The products we are sending to Canada are manufactured goods for the most part, giving employment to labor in this country. What is to be gained by interrupting these natural relations?"

Parliamentary Proceedings of the Month at Ottawa Reviewed

By INDUSTRIAL CANADA'S SPECIAL CORRESPONDENT

PARLIAMENT reassembled after the Easter holidays with the members refreshed from the short break in their sessional duties. On the day of re-opening they plunged at once into a discussion of the Canadian Government Merchant Marine, a subject which has proved the most contentious during the session. The Hon. Mr. Ballantyne opened the discussion with a very complete survey, referring to the fact that the ship-building programme was commenced in the spring of 1918, when the war was at its most critical period and when the loss in shipping tonnage was such as to place the Mother Country and the allied armies in a precarious position; that for some time after the signing of the Armistice the programme had been continued with the object of relieving the somewhat serious labor conditions then prevailing throughout the Dominion, but that since 1919 no new contracts had been made and that the eight million dollar vote in this year's estimates is required merely to complete the contracts into which the Government had entered during 1919. The Opposition stressed the fact that, considered on the basis of present replacement value, the Government had lost practically one-half the amount expended on shipbuilding, and later, when the estimates for the shipbuilding programme came up for discussion, the House, with the exception of the two-hour intermission for dinner, sat continuously from three o'clock Monday afternoon until Wednesday morning at two o'clock, when the vote was passed under closure.

Comparative Wages

Hon Dr. Reid, Minister of Railways and Canals, in reply to a question, submitted a very interesting comparative table of minimum wages paid in 1916 and 1921 to different classes of railway employees, which amongst other facts showed the following:—

Class of Employment.	Minimum Wages. 1916.	1921.
Passenger Engineers	$104 78—116 74	$166 40—176 80
Freight Engineers	114 14—126 10	185 12—207 48
Passenger Firemen	59 80— 72 80	124 80—137 28
Freight Firemen	65 00— 78 00	137 28—160 16
Passenger Conductors	135 00	210 00
Freight Conductors	104 00	167 44
Passenger Brakemen	76 50	150 00
Freight Brakemen	69 12	133 12
Freight Shed Foremen	90 00	155 00
Freight Checkers	60 00— 65 00	127 50—141 51
Repair Shop Machinists	92 50	163 20
Running Shop Machinists	96 20	176 80
Car Men		
Carpenters	78 00	162 35
Air Brake Testers	75 40	152 80
Painters	75 40	162 35
Upholsterers	65 00	162 35
Car Inspectors (3rd class)	60 00	152 80
Bridge and Building Foremen	97 50—104 00	163 80
Section Foremen	66 30— 78 00	137 80—145 60
Bridge and Building Pumpmen	50 00— 57 50	110 00—116 00

To grasp the full significance of above figures it must be remembered that in the majority of cases the minimum salary in 1916 is calculated on a basic ten-hour day, whereas in 1921 it is calculated on a basic eight-hour day. Possibly the actual earnings per month for a particular position convey more definitely than can anything else, the increase which has taken place in wages of railway employees, as the following twelve cases show:—

Position.	Location.	Amount Earned. 1916.	1920.
Day Operator	Capreol	$891 82	$2,656 91
Agent	Parry Sound	1,160 00	2,348 21
Agent-Operator	Washago	936 56	1,767 43
Agent-Operator	Deer Lake	916 00	2,238 76
Agent-Operator	Key Junction	1,397 51	2,094 14
Agent-Operator	Torrance	1,022 11	2,502 56
Agent-Operator	Udney	1,010 73	2,406 31
Agent-Operator	Beaverton	1,234 79	2,964 53
Agent-Operator	Pefferlaw	990 16	1,999 33
Agent-Operator	Orono	842 70	2,182 84
Agent-Operator	Brighton	1,035 83	2,880 46
Agent-Operator	Yarker	1,053 35	2,262 73

On several occasions discussions of the Canadian National Railways took place, Mr. Meighen finally moving that a select Standing Committee on National Railways and Shipping, consisting of twenty-two members, be appointed for the present session to inquire into what information regarding the operation of the Canadian National Railways and Shipping should in the public interest be brought down in Parliament; as to what system of auditing should be adopted; what extent of detail should be given in the annual report, and what improvement, if any, could be made in the general scheme of management, the Committee being given power to examine witnesses under oath, to send for papers, persons and records, and to report from time to time.

The Prime Minister announced that the Government intends making the same allowance to the delegates attending the Building Trades Conference to be held in Ottawa on May 3rd, as was made to the delegates to the Industrial Conference in 1919. The Building Trades Conference has special significance as it was in connection with it that the Hon. Gideon Robertson, Minister of Labor, was charged by Mr. Lapointe with having made a violent onslaught on the National Catholic Union, denouncing their work as nefarious and dangerous. The Prime Minister took up the cudgels on behalf of his colleague, the Minister of Labor, and argued that the coming conference was the result of negotiations between the Trades and Labor Congress and the organized builders, and that if the National Catholic Union desired to be present at the conference the course which they should have followed would have been to take the matter up with the Trades and Labor Congress and the Organized Builders instead of requesting the Department of Labor to arrange for their representation.

The Immigration Question

The discussion on immigration, forecast in the April number, took place sooner than was expected, having been brought up on a motion by Mr. Deslauriers instead of being reached, as was expected, on a resolution by Mr. Jacobs. Considerable diversity of opinion was apparent between the views of the different speakers, some contending that the success of the Dominion depends entirely upon the influx of more population which will develop the natural resources of the country and reduce taxation by spreading the burden over a greater number of taxpayers, while others contended that haste should be made slowly, and greater consideration be given to the quality of the new settlers than had been the past practice. No Governmental announcement was made during the debate, the Hon. Mr. Calder, Minister of Immigration, promising to make a full statement to the House on all points raised during the debate, and other phases not touched upon, when

the estimates of his department come up for discussion.

Foodstuffs are not being hoarded in cold storage plants according to the Minister of Agriculture, who stated that returns received by the Government indicated that only the usual quantities of foods of seasonal production were being carried in cold storage plants to be used in seasons of non-production.

In connection with daylight saving, Sir George Foster announced that the Government does not intend to legislate regarding the regulation of time throughout the Dominion.

The Finance Minister informed Parliament that 459 claims, aggregating $19,458,884.64, had been received from Canadian citizens for damage sustained and loss of property by the depredations of German submarines during the period of the war. Of these, 105 claims, amounting to $1,452,194.06 were for loss of life and damage to persons; 320 claims amounting to $900,785.64 were for loss of merchandise and personal effects, and 28 claims for $17,105,904.94 were for loss of shipping. Sir Henry stated that the value of saleable assets at present in the hands of the Government which formerly belonged to the German Government or German citizens was estimated at $23,000,000. He also announced that there is no legal claim for payment of reparation, but pointed out that the Chancellor of the Exchequer, in stating the policy of the United Kingdom on the subject, had said that, while there is no legal claim, a private individual may have a strong moral claim for compensation, for sufferings or damage, and that it is the desire of the Imperial Parliament to make provision for such claims within the United Kingdom, as distinct from the British Empire, by setting aside the sum of £5,000,000 out of the first receipts on account of reparation which are allocated to the United Kingdom to be used as a fund out of which payments may be made as an act of grace on the part of His Majesty's Government to individuals apparently entitled to such consideration.

Grants for Highways

In connection with the construction of highways, the Federal Government has paid the following amounts: Ontario, $259,100; British Columbia, $86,446.52; Quebec, $56,374.19, and other accounts are under audit which call for further payments amounting to approximately $250,000; Prince Edward Island, $40,264.79. No statement of contemplated projects has been received from Saskatchewan or Alberta. Agreements with New Brunswick and Manitoba are now with those provinces for execution, and action in Nova Scotia is being deferred pending the report of the Provincial Commission on the expenditure of roads money.

The advances made by the Dominion Government under the Housing Act during 1920 by provinces were: Manitoba, $580,000; New Brunswick, $620,000; Ontario, $4,250,000; British Columbia, $611,500; Quebec, $853,700; Nova Scotia, $300,000; a total of $7,215,200.

When the estimates of the Minister of Trade and Commerce were under discussion considerable debate ensued on the expenditure in connection with the encouragement of the Canadian flax and linen yarn industry, as also when the vote for the Council of Industrial and Scientific Research was under discussion, the promised Bill in connection with which has not yet been introduced.

Proportional representation consumed the greater time of one evening session, and resulted in the appointment of a special committee to consider that subject, the single transferable or preferential vote, and the desirability of the application of one or other or both to elections to the House of Commons.



Hon. C. C. Ballantyne

As Minister of Marine and Fisheries, Mr. Ballantyne had last month to bear the brunt of a prolonged attack, by the Opposition, on expenditures in connection with the Canadian Government Merchant Marine.

The Commercial Travellers' Association has requested that hereafter Thanksgiving Day should be fixed for the second Monday in November, and that Thanksgiving and the signing of the Armistice should be celebrated on the same occasion. The Prime Minister announced that the representations would receive consideration.

The resolution regarding making Vancouver a free port has been dropped from the order paper. It is understood that when the session ends the Minister of Customs will visit the Pacific Coast and personally investigate the question.

An Order in Council has been passed giving the purchasing commission a new lease of life and, although the Opposition moved to have the estimates reduced by the amount therein provided for the commission's expenses, the vote was passed by Parliament.

Standardization of parts of agricultural implements is still to the fore, necessitating during April a visit to Ottawa of many of the implement manufacturers who in response to the summons appeared before the Committee armed with plow points, ledger plates and mower sections. If the Agricultural Committee of the House of Commons will appoint a board of expert engineers the manufacturers agreed to co-operate for the purpose of endeavoring to surmount mechanical and manufacturing difficulties which now present themselves.

The Fuel Committee advocating the use of Nova Scotia coal as far west and Alberta coal as far east as possible are working hard to make us less dependent than in the past upon our neighbors to the south.

Mr. Armstrong's bill, which proposes to place vessels on inland waters under the supervision of the Railway Commission is again before Parliament.

Amends Fertilizer Act

Mr. Caldwell, one of the leading members of the Agrarian party, introduced an amendment to the Fertilizer Act, which follows the general trend of legislation of past years, in imposing new burdens on the manufacturer.

The law at the present time prevents the manufacture for sale of any article of food resembling maple sugar or maple syrup. This provision makes it illegal for the manufacturer to mix and place in suitable containers the combination of say corn syrup and maple syrup in the proportion desired by his customers, even though the label on the container shows clearly that the article is a mixture and even though such label states definitely the amount of each ingredient contained therein. The Hon. Dr. Beland, M.P. for Beauce County, which county is claimed by many to furnish the finest grade of maple sugar and maple syrup produced anywhere, has given notice of an amendment to the Act to stimulate the trade in maple products, by permitting of mixtures being made, advertised and sold, providing the descriptions are accurate and consequently no deception practised.

A lengthy debate took place on the motion of the Hon. Mr. Fielding that Canada should take immediate steps to ratify the reciprocity agreement of 1911 which still remains on the Statute books of the United States. The motion was defeated by a vote of 100 to 79.

On April 19th third reading was given to the bill with respect to the Canada-West Indies trade agreement, a measure which should have an important bearing on Canadian trade. By this agreement Canada gives a general preference of not less than 50 per cent. to imports of the West Indian islands

The date of the budget still continues to be a secret locked in the breast of the Finance Minister; some of the more daring prophets predict that it will be brought down on or about the eleventh of May.

How Quebec is Building up Successful System of Technical Education

Within a Period of Ten Years the Province Has Realized Splendid Results From Its Expanding System of Technical Schools

By ALPHONSE BELANGER
Principal, Montreal Technical School

IN 1911 two technical schools were established in the Province of Quebec, one at Montreal, the other at Quebec, opening their doors to a few hundred pupils who were anxious to secure a technical training in order to qualify themselves to become capable workmen, experienced foremen, qualified superintendents or even successful manufacturers.

In 1913 the business men of the progressive little town of Shawinigan Falls established a technical institute and the Government, recognizing the efforts of these business men, has ever since granted their institute a generous annual subsidy.

About the same time the Maristes Brothers, of Beauceville, and the College of Sherbrooke created a section of technical education in their respective institutions, and to them also the provincial Government grants substantial aid.

In February, 1914, there was enacted "an Act relative to the creation of technical schools or trade courses in the Province of Quebec," which invites all public or private initiative to follow the example of the Government which wishes "to see a technical school established in every industrial or commercial centre."

The Three Rivers School

To-day it can be stated that all these five expectations will be realized in the very near future. The technical school at Three Rivers opened its doors last September. Next fall the young men of Hull will have an opportunity to receive a technical education in their own city. In a few years the cities of Sherbrooke, Sorel and St. Hyacinthe will most probably possess their own technical schools.

The progress realized in scarcely ten years of existence already justifies the foresight of the man who is rightly considered the Father of Technical Schools in Quebec—Sir Lomer Gouin. He advanced the view that if we want Canada to become a prosperous country, we have to take means to form an intelligent, educated and enterprising population; in other words, we have to provide our children with the best possible schools in all branches of instruction. The people who have been the first to adopt new and practical methods have found in the development of their industries and commerce such rewards that all other countries have had to recognize the importance or rather the necessity of technical training. In short it is a recognized truth—"what the technical institutions of a country are worth, that its commerce and its industries are worth."

The technical schools of the Province of Quebec are organized principally for the benefit of young men who, having finished their primary or elementary studies, are anxious to acquire manual proficiency and the technical education necessary to become skilled mechanics, capable foremen or shop superintendents.

Manual proficiency is acquired in well-equipped shops under the direction of selected foremen-instructors, who have at their credit many years experience in their respective trade.

Theoretical Instruction

The theoretical instruction, which is given by teachers having their college degrees, is always of a technical nature, comprising principally the following subjects: Arithmetic, algebra and trigonometry, elementary and descriptive geometry, general physics and industrial physics; chemistry; electricity; general mechanics, applied mechanics; drawing in all its branches and industrial technology.

Practical instruction is given in the following shops, which are models of perfection and equipment: Carpenter-shop, pattern-shop foundry, smithy, machine-shop, electrical laboratory and automobile shop. Pupils are thus able to judge for themselves the absolute necessity of acquiring theoretical knowledge in order to become capable specialists.

The normal length of the course is three years. During the first year, pupils do not specialize; they spend four successive periods, of about two months each, in the machine-shop, wood-working department, smithy and foundry.

Course of Studies

At the beginning of the second year they make a definite choice of the course they intend to follow and specialize in the subjects pertaining thereto. At the end of the third year they receive from the Board, after examination, a diploma stating the respective course followed in each case.

A general description of the equipment of our most important technical school, that at Montreal, will give a better idea of the practical instruction given in the shops.

In the centre is the plant necessary for the generation of motive power, light and heat. Around are situated the various buildings such as: The forge, foundry, machine-shop, woodworking, pattern-making and electrical departments.

The machine shop has an area of 11,340 square feet, and contains the following machines, grouped in three sections, each driven by a 15 h.p. motor: Ten plain lathes of 10"; twelve screw-cutting lathes of different makes from -2" to 18"; one Pratt & Whitney tool-room lathe; one geared-head Hendey lathe; three screw machines, one of which is automatic; four shapers; two planers; one seven-inch slotting machine; eleven drills from ten to twenty inches; one Brown & Sharpe universal milling machine; one plane and one vertical milling machine; one profile milling machine; one pentagraph milling machine; one universal grinding machine; one gear cutter; five tool grinders; one buffer; two centering machines; two mandrel presses; a two-ton portable crane.

Machine Shop Equipment

In addition to the above there are the following large machines, each driven by its own electric motor: Six screw cutting lathes with attachments; one thirty inch vertical lathe; one chucking lathe; one three-foot radial drill; one horizontal boring mill; one eight floor planer. The space reserved for erecting is provided with a three-ton travelling crane.

The total storeroom contains a full line of hand tools, measuring and tracing instruments such as are used in the best shops; also two Stewart combination gas furnaces. Eighty vises, and 160 sets of individual tools comprise the installation.

The forge has an area of 5,210 square feet. It comprises 24 Sturtevant forges, 24 anvils and one Buffalo heating furnace. The draft is underground and is produced by a nine h.p. electric fan. A 4 h.p. electric motor provides the necessary blast.

The other machinery comprises a steam hammer of 170 pounds, one belt-driven hammer of 75 pounds, an emery tool grinder, a bar shear, a post drill, two swedge blocks, two blacksmith vises, and one tool bench and vise.

The foundry, with area of 5,210 square feet, is provided with one King cupola

of the capacity of two tons per hour, one oil melting furnace; a Piat combined cupola and a 200-pound crucible furnace. This apparatus is made complete with a trolley having a capacity of two tons. An underground installation of compressed air provides for the working of the elevator and the other pneumatic tools and machines.

In the foundry will also be found two moulding presses, one core machine, one coning machine, two core ovens, one sand sifter, one sand mill one sand mixer, two snagging wheels, one torch heater and finally moulders' benches for 24 pupils.



The Technical School, Quebec

The machinery of the woodworking shop area 6,811 square feet, comprises eight power wood lathes; four electric driven lathes of variable speed; one electric band saw; one circular saw; one gig saw; one buzz planer; one pony planer; one mortising machine; one tenoning machine; one drill; one shaper; two grindstones; one trimmer; one automatic band saw filing and setting machine; one knife grinder and one band saw brazer. This shop includes thirty benches with two separate sets of small tools for each.

The electrical shop area, 2,714 square feet, adjoining the machine-shop, can utilize all the machinery in the latter. In addition, the following machines are specially installed for this section: One armature banding and heading machine; one notching press; one shear; one pair of smoothing rolls; one buffer. To the electrical shop is annexed an electrodynamic laboratory comprising the following five groups of rotary transformers: 1st, one single-phase asynchrone motor coupled with a direct current dynamo; 2nd, one direct current motor coupled with a three-phase generator; 3rd, one series dynamo with shunt dynamo; 4th, one six-change commutator; 5th, one direct current motor coupled with an alternator giving single-phase, two-phase, or three-phase current, as desired. A specially constructed switchboard for experimental purposes provides for the making of any electrical connections or measurements desired.

Since the opening in September, 1911, over 8,000 pupils have followed the day and evening classes of the Montreal Technical School. Other schools have enjoyed a like success.

Before ending this article I take pleasure in endorsing this remark of one of the professors of the Quebec Technical School, who says: "If our manufacturers and our business-men could only understand once for all, that instruction is the principal factor of material progress, they would not for one moment hesitate to encourage by all means an instruction from which they derive the most important benefits."

Helping "Made-in-Canada"

HELPFUL work on behalf of buying Made-in-Canada goods is being done by the Canada Cycle & Motor Co., Limited, Weston, through their paper *Vim*. A recent issue contains a front-page article with the arresting title, "How Would You Like to Be Out of a Job?" This article reads:

"We Canadians, like other people, occasionally do some very foolish things, which would be funny if they were not almost tragic.

"For example, at a time when Canadian factories are obliged, through lack of work, to discharge many Canadian workmen, and when it is almost impossible for these men to obtain other jobs, we thoughtlessly continue buying from other countries the very goods which, if purchased in Canada, could keep our own workmen busily employed.

"For the year ending last November we bought in other countries over 1,345 million dollars' worth of goods, a great part of which might have been made as well —or even better—in our own country.

"Of this vast sum over 927 million dollars' worth came from the United States. In addition to having this money leave the country to support workmen over there instead of at home, we actually pay for the privilege an additional amount reaching as high as 17¼ per cent. for exchange, for which we receive no value."



The Striking Panorama of Quebec as Viewed from the River

The Story of Nautical Quebec

By COLONEL WILLIAM WOOD

WHEN the seafaring Nordic race sent out its conquering tribes, one of them, the Franks, gave their name to France, while another, the Angles, gave theirs to England. Then came the last, greatest, and most imperial of them all, the pioneering Normans, who gave the best of their victorious blood to French and British both.

It is true that here in Canada the French and British met as enemies after twenty differentiating generations had been tending to make them grow apart. But that does not destroy the blood they share in common through their partial descent from the adventurous Nordic race in general and the pre-eminent Normans in particular. And when we remember how much the British Empire owes to that faculty of leadership in oversea enterprise which so greatly distinguished the Normans, and likewise remember how much good Norman blood went to the founding of New France, we cannot fail to see that, underneath the froth and waves of a sometimes agitated surface, there is at least one forceful and friendly element to help the deeper currents of a nobler life towards a permanent *entente cordiale d'esprit* not only between the French- and English-speaking people of this Province and Dominion but the world.

Full of Sea Power

Whether in peace or war it was the sea that brought them together; and Canadian history is full of sea-power, though Canadian histories are not. Canada herself is the offspring of French and British sea-power, both mercantile and naval. She lies between the world's two greatest oceans. With the United States she divides four of the greatest lakes. She has the greatest gulf and greatest bay bordered by the shores of any single country. Her vast fisheries are growing still. Her inland waterways have carried the influence of sea-power into her remotest parts. Within living memory her water-borne transportation exceeded her land-borne twenty times over and more. Just before Confederation she was the fourth shipping country in the world. And when she adopted a flag of her own she put the arms of her provinces on the Red Ensign, which. (as everyone who isn't a hopeless lubber knows) is not a land flag at all, but the British merchant flag afloat.

Before the Railways

Nor was Canada any the less nautical in the old French days at Quebec. She was, indeed, still more so in many respects. Before railways were invented, and when the roads were very few and bad, the advantage of water-borne over land-borne transportation was at least a thousand to one. This is no exaggeration, but a sober fact. Jacques Cartier graphically speaks of "the river *and road* of the Saguenay"; and when Champlain (who was a naval captain) began to settle Canada the concessions were laid out along the *côte*, that is, beside the waterways. Not only did all settlers naturally come by sea, but many of them hailed from seaports, while a good number were seamen themselves. Canada was under the Department of Marine. Her French-Canadian regulars were *Troupes de la Marine*. French soldiers writing home to France often used to say that life in Canada seemed like life aboard a man-of-war. And French-Canadians, to the present day, use many nautical expressions in their ordinary talk. The Archives of the Province of Quebec abound with records of what was done in immigration, settlement, exploration, trade, and war by ships, boats, rafts and canoes. The roads were simply nothing to the waterways.

First Sea-Going Vessel

Some mighty records were made in those early times, among them Champlain's great run from Honfleur to Tadoussac in only eighteen days—a record that stood unbroken for nearly a hundred years. But his *Don de Dieu* was built in France; and it was not till 1663 that the first seagoing vessel, the *Galiote*, was launched at Quebec. Nine years later the Intendant Talon had a five-hundred-tonner on the stocks here; and Quebec was already the port of departure for three smaller vessels, which made the round trip to the West Indies, France, and back. Shortly before the close of the old régime *L'Algonkin*, a 72-gun frigate, was successfully built here.

A word must be said in passing, about the war which caused the change of colors, if only to correct the usual error that Wolfe's army was the main force which determined the British conquest. This little army was absolutely indispensable; and it did exceedingly well. But, as a matter of fact, it was no more than a landing party from the enormous fleet. Sea-power was the predominant factor throughout the whole war as well as throughout the Canadian campaigns in general and the Quebec campaign in particular. The 49 men-of-war under Saunders comprised a quarter of the whole British navy; and, with the 228 other vessels, constituted by far the largest fleet that ever crossed the Atlantic up to the Great War. The British forces consisted of three-quarters sea-power and only one-quarter land-. Wolfe's army might as well have tried to march without legs as take Quebec without ships.

Justice to French Arms

The absurdly misunderstood Quebec campaign of 1759 raises the whole question of sea-power throughout the first and second Hundred Years Wars between the French and British: and the raising of it affords a welcome chance of doing justice to French arms. During the first Hundred Years War (1336-1431) England won several land battles, thanks greatly to sea-power; but France won the disputed land. The second Hundred Years War (1689-1815) was so much more of an oversea affair that the British Islanders, with their vast sea-power, both mercantile and naval, were bound to beat

France, which had two great land frontiers to defend. The Quebec campaign was an extreme instance of the general rule. Montcalm had to defend an oversea country with nothing but an army against the combined fleet and army of the British. The wonder is that he ever did so marvellously well. Four times victorious in four successive years (at Oswego, Fort William Henry, Ticonderoga and Montmorency); hampered at every turn by the foolish Governor, Vaudreuil, and the knavish Intendant, Bigot, he divined every move Wolfe made, up to the very last, and by his whole conduct in the field won a place second to no other leader in a New-World war but only Drake and Lee.

Some Early Records

Quebec shipping flourished under the Union Jack. In 1774, the year of the famous Quebec Act, 151 vessels took clearance here. Early in the nineteenth century there were 54 Quebec-built vessels on the local register. The British blockade at the end of the war of 1812 filled Quebec with all sorts of shipping, —neutral American included. Nor was Quebec far behind with the new-fangled "Steam Boats." The pioneer steamer of the world was the *Charlotte Dundas*, which ran on the Forth and Clyde Canal in Scotland in 1801, six years before Fulton's *Clermont* made her first trip on the Hudson. The first trip ever made in Canada is thus recorded by Canada's senior paper, the *Quebec Gazette* (now *Chronicle*) of the 9th of November, 1809: "The Steam Boat, which was built at Montreal last winter, arrived here on Saturday. She was 66 hours on the passage, of which she was at anchor 30. It is obvious that her machinery, at present, has not sufficient force for this river. But there can be no doubt of the possibility of perfectioning it." Ox-teams were needed to tow her up St. Mary's current, just below Montreal. Two years later, when the English firm of Boulton and Watt sent out a 30-horse-power engine for the *Swiftsure*, the *Quebec Gazette* waxed eloquent. "She is most superbly fitted up, and in every respect equal to the best hotel in Canada." It may be news to some people that steamers were used here during the War of 1812, when John Molson, of Montreal, made a tender to Commissary-General Robinson at Quebec.

First Ocean-going Steamship

But it may be still greater news that here in Quebec, within a mile of the Château Frontenac, was built the first vessel in the world that ever crossed any ocean steaming the whole way, the first seagoing steamer that entered an American port under the British flag, the first steam transport ever used in Portugal, the first steam man-of-war in Spain, and the first vessel in the world that ever fired a shot in action under steam. All these wonderful (but well-authenticated) records were made by the *Royal William*, whose builder's model and portrait in oils hang in the reading-room of the Literary and Historical Society of Quebec. (Her claim as first to cross an ocean under continuous steam cannot be disputed by the *Savannah*, the plucky Yankee that crossed the Atlantic in 1819, because the *Savannah's* own log shows that she steamed for only eighty hours during her voyage of a month). In 1830 James Goudie laid the keel of the *Royal William* in Cape Cove, directly in line with Wolfe's monument. Her gross tonnage was 1370, though her net capacity of burden was only 363. Her length overall was 176 feet, keel 146. Her beam, including paddle-boxes, was 44; depth of hold 17¾, draught 14. She was rigged as a three-masted topsail schooner. Her 200 h.p. engines were made by Bennett and Henderson of Montreal. John Henry, a Quebec founder, made some additional castings the following year. Wonderful to relate, both Henry and Goudie lived to see the official tablet recording their achievements placed in the Dominion Parliament in 1891—sixty years after Lady Aylmer had pronounced the historic formula on naming the ship in presence of all Quebec: "God bless the *Royal William* and all who sail in her."

Story of "Royal William"

The epoch-making ocean trip began at Quebec on the 5th of August, 1833. This was the prosaic clearance: "*Royal William*, 363 tons—36 men. John McDougall, master. Bound to London. British. Cargo: 254 chaldrons of coals (nearly 300 tons), a box of stuffed birds, and six spars, produce of this province. One box and one trunk, household furniture and a harp, all British, and seven passengers." The fare was £20, "not including wines." Off Newfoundland she met a terrific storm. Her starboard engine stopped; and the engineer came up to say that she was sinking. But McDougall started the pumps, kept the "larboard" engine working for a week, and made the Isle of Wight with both port and starboard engines going. After repairing boilers he made Gravesend. Next year the Spaniards bought her for a man-of-war and re-christened her the *Isabella Segunda*. Her final world's record was made on the 5th of May, 1836, when flying the broad pennant of Commodore Henry, who commanded the British Auxiliary steam squadron against the Carlists in support of the British Legion, which Sir de Lacy Evans was leading to the attack along the shore of San Sebastian Bay. As she closed the land she fired the first naval gun ever used in action under steam.

Day of Wooden Ship

But Quebec's chief product was the wooden sailing ship; and during the third quarter of the nineteenth century she was one of the greatest building centres in the world. More than half her total population were dependent on shipbuilding and most of the rest on shipping of some kind. One year she launched sixty vessels, mostly between one and two thousand tons. Then came the change elsewhere from wood and sails to steel and steam; and Quebec, like other Canadian places, could not compete, because Canadian metal industries had not yet been developed. Within a single generation the glory had departed. In one of the sixties Canada launched a quarter-million tons. In 1900 her complete grand total had shrunk to 7,751.

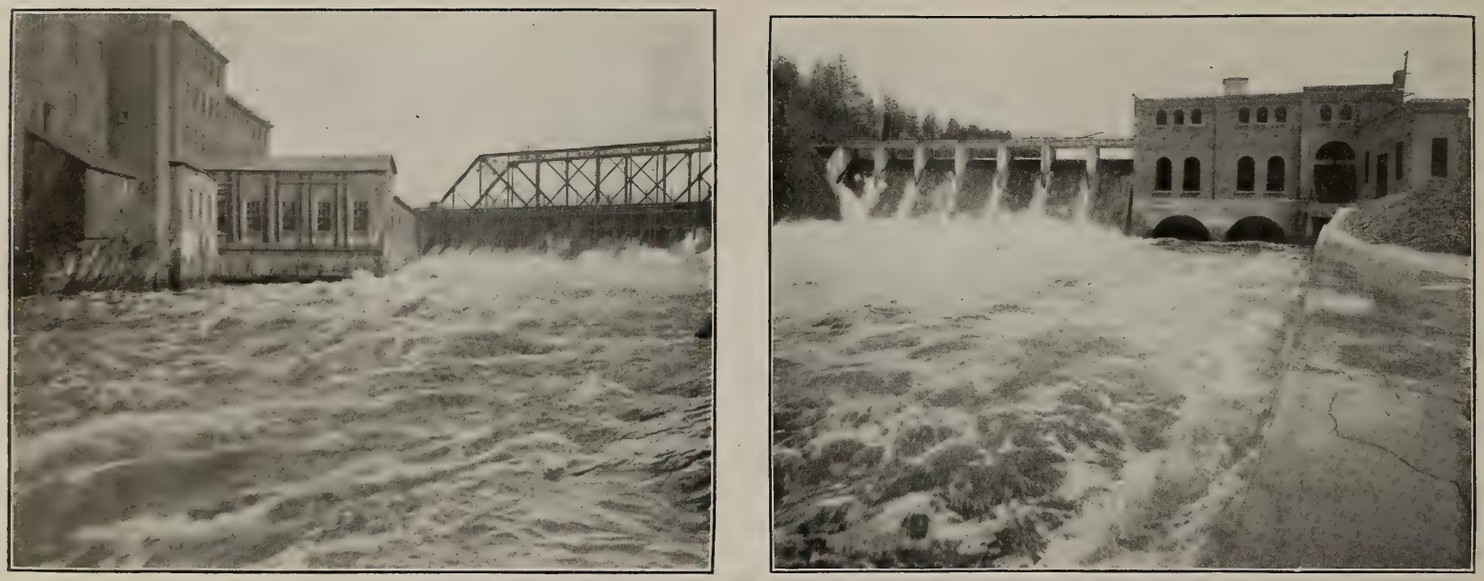
With regard to the actual shipwrights: let the truth be freely granted, that French-Canadian business, of every kind, owes a very great deal indeed to English-speaking people. But in this short article there is no room for more than one distinctive point; and the one point chosen here is the French-Canadian factor in the shipping problem of Quebec.

The French-Canadian is known to history, as a voyageur, from the Nile to the far North-West. But his handiness as a shipwright is apt to be forgotten. He built millions of tons of shipping at Quebec before the heyday of the wooden hulls was over. And though his hand had naturally lost its cunning, from want of practice, when the Great War came and emergency vessels had to be put together by railway contractors in desperate haste, yet, even under these circumstances, he rose to the occasion very

(*Continued on page* 88.)



A Glimpse of Quebec Shipping from the Ramparts



One Source of Sherbrooke's Industrial Greatness

On the left the power dam of the Paton Manufacturing Co. and on the right Rock Forest Hydro-Electric Power Plant, one of the six water powers belonging to the city

Sherbrooke, a Growing Industrial Centre

By J. H. BROSSEAU

Secretary, Board of Trade, Sherbrooke

AMONG the industrial centres of the Province of Quebec the City of Sherbrooke occupies a foremost position. Its growth during the past few years has been rapid and substantial and thanks to its hydro-electric power supply, its excellent railway facilities and its satisfactory labor and living conditions, it seems destined to play an important part in the industrial life of the province.

Sherbrooke takes rank as the principal city of the Eastern Townships of Quebec, one of the most fertile and beautiful sections of Canada. It is located at the confluence of the St. Francis and Magog Rivers, which furnish an abundant supply of hydro-electric power. It is approximately 100 miles southeast of Montreal on the main lines of both the Canadian Pacific and Grand Trunk Railways, the former running east to St. John, N.B., and the latter to Portland, Me., thus giving direct access to the Atlantic seaboard.

In addition to these services, Sherbrooke is the terminus and headquarters of the Quebec Central Railway which runs north to the St. Lawrence at Levis, opposite Quebec, and it is the Canadian terminus of the Boston & Maine System, with its network of lines covering the New England States. With all these railroads radiating from the city, Sherbrooke occupies a most advantageous position.

The provincial highway system now under construction will bring Sherbrooke into even closer touch with the rest of the province and the outside world. The Victory Highway, construction of which will take place this summer, will join Sherbrooke and Montreal, traversing the Eastern Townships. At Sherbrooke it will link up with the Government road to the International boundary, where connection is made with the State roads of Vermont. Construction is also under way on the road joining Sherbrooke with the Quebec-Jackman road and on roads which will form part of the Sherbrooke-Quebec and Sherbrooke-Drummondville highways.

Sherbrooke's Water Power

So far as water-power is concerned, Sherbrooke is in a happy position. There are six developments, with a combined capacity of 25,000 h.p. Of this amount, the Southern Canada Power Co. operates 15,500 h.p. The price is dependent upon the quantity used and the load factor. Present concerns are paying an average of about three-quarters of a cent per kilowatt hour or $16 flat rate per hour per year.

The city occupies an area of five square miles and contains about 6,000 completed buildings, among which may be noted 14 churches, 14 schools, 5 hospitals, 2 colleges, 4 theatres, 25 wholesale houses, 275 retail stores, 14 banks, 2 armories, court house and city hall. There are 40 miles of streets and 35 miles of sidewalks, 25 miles of sewers and 25 miles of gas lines. In appearance the city is attractive, with many fine buildings, well-paved streets and abundance of shade trees.

The industrial growth of the city, thanks to its location, its power and its abundant supply of efficient labor, has been rapid and substantial. From a population of barely over 4,000 at the time of Confederation, the city has advanced to the point where it can boast a population of 25,000. In 1881, its manufacturing establishments gave employment to 1,260 hands, who drew wages of $340,463, and produced goods valued at $1,579,332. Even in 1911, only 2,159 hands were employed; the wage bill had grown to $926,832 and the output was valued at $3,934,510.

But in 1918, the last year for which census figures have been issued, factory employees had increased in number to 6,327; salaries and wages exceeded $5,000,000 and the output was little short of $20,000,000 in value. Between 1911 and 1918, the capital invested in industry in the city expanded from $3,701,463 to $13,760,176 and the numbers of plants grew from 39 to 129. Since 1918 the expansion has continued without intermission.

Among the outstanding industries of the city are the Canadian Connecticut Cotton Mills, Limited, with two plants producing tire fabric only; the Canadian Ingersoll-Rand Co., Limited, manufacturing rock drills, air compressors, pneumatic tools, etc., and employing about 900 hands in two plants; the Canadian Brakeshoe Co., Limited, manufacturing general railway specialties; the Mackinnon Steel Co., Limited, manufacturing structural steel and steel plate; the Sherbrooke Machinery Co., Limited, making pulp and paper machinery; Julius Kayser & Co., Limited, manufacturers of silk gloves, hosiery and underwear; Walter Blue & Co., Limited, manufactur-

ers of clothing; the Paton Manufacturing Co., also manufacturers of woollen goods; Magog Woollen Mills, makers of woollen goods; E. & T. Fairbanks Co., manufacturers of scales; Silver Spring Brewery Co., Limited; Panther Rubber Co.; Canadian Box & Shook Mills; Superheater Company, Ltd., manufacturers of superheaters for locomotives, marine and stationary boilers; Sherbrooke Cigar Co.; W. R. Webster & Co., Limited; Canadian Peerless Jewelry, Limited; Beckwith Box Toe, Limited; Dominion Metal Co.; Fletcher Corporation, Limited; F. N. McCrea, lumber; N. N. Walley & Son, lumber; Ewing & Cross, lumber; Boissé & Racicot, lumber; Regal Tire & Rubber Company; Canadian Sturdy Chain Company; J. L. Mathieu Co.; J. H. Bryant, Limited; Eastern Townships Cigar Company; Eastern Townships Lumber Co., Limited; General Lumber & Mfg. Co.; B. C. Howard & Co.; Page Printing and Binding Co.; St. Pierre, Limited; Whiting & Davis Co., etc.

Acessibility of raw materials is one important consideration. Near Sherbrooke, at Thetford, Asbestos, Blake Lake, East Broughton, Robertson and other points are the richest deposits of asbestos in the world. There is a copper smelter at Capleton and rich mines at Eustis and Weedon. Pulp and paper are made at Bromptonville, Windsor Mills and East Angus. Available in the district are also platinum, chrome ore, iron, copper and sulphur ore, acids, lumber, furs, sand, gravel, brick, wool, hides, and maple sugar. Also there lies around Sherbrooke a rich farming district which ensures a plentiful supply of food products.

Sherbrooke has come through the recent period of trade depression remarkably well and from now on to the end of the year business promises to be most favorable. All industries are busy and increasing their staffs. For instance the Julius Kayser Co., Limited, are employing more hands than ever. The big Connecticut Cotton Mills, the largest cotton tire factory in Canada, are looking forward to good business in the automobile industry. These improved conditions apply to practically all Sherbrooke industries.

In the civic arena an extensive programme of street paving is going to be carried to the limit this year. With a new city office building, a new bridge of modern design over the Magog River, a new fire station and other public works in prospect, last year's great record in new building construction bids fair to be equalled. A great number of new dwellings are also to be erected and this activity in house construction has already started in every section of the city.

Sherbrooke has always been a prosperous city and it is not only a social and business centre of importance, but it is an enterprising city, for the people are energetic and confident. It is undoubtedly destined to become a beehive of industry, manufacturing many lines for both domestic and export trade.

A Tribute to the French-Canadian as an Industrial Worker

By F. W. STEWART
Chairman, Montreal Branch, C.M.A.

HON L. A. TASCHEREAU, K.C., Premier of Quebec, has stated that the future of the province depends largely upon industry. If this statement be accepted, the prosperity of the province is assured, for the people of Quebec are without doubt especially qualified for industrial pursuits.

They are the descendants of those adventurous men and women who crossed the seas in the fragile craft of the sixteenth and seventeenth centuries, landing on unknown shores, contending with the discomforts that attend Canadian winters and dwelling in peril of their lives from the tribes of Indians. Ancestors of the thrifty, sturdy, peace-loving citizens



The Champlain Monument

of the modern province accompanied Jacques Cartier when, in 1534, he sailed up the St. Lawrence to Hochelaga; they followed Samuel de Champlain, La Salle, Frontenac and the other French explorers who penetrated the country, and their heroism and enterprise survive in the French-Canadian of the present day.

Among the pioneers who laid the foundation of our national life, the Jesuit missionaries must always be remembered. As early as 1825, large numbers of these noble men came from France, and accomplished work that has not been excelled by any group of men, at any place or at any time in the world's history. Without hesitation, they gave their lives that their religion might be firmly implanted in the hearts of their flock. They accompanied the explorers in their expeditions, bringing the influences of civilization and Christianity to the untutored savages.

The religion which the Jesuits established in Canada has always been a living force among the people of Quebec. The soundness of their teaching is shown by the total absence of any serious industrial strife between employer and employee during the past few years. Throughout the rest of the world industrial relations have been strained, but the Province of Quebec has remained tranquil. In no province of the Dominion and in no State of the Union have there been fewer clashes between capital and labor, or less loss of time through strikes than in the French part of Canada.

This enviable condition is largely due to the early teaching and training of the children. During their infancy, from their parents, and later from their religious teachers, they learn the value and necessity of authority. As a consequence, it becomes natural for them to be led by and to obey their parents, teachers and employers.

It is for this reason that it is more difficult to breed a spirit of discontent or Bolshevism in the Province of Quebec than in any other section of America. We are safer from any such influences within this province than are the inhabitants of any other place in the world.

It is from these people that we recruit employees for our industries, and as operators on the production of the highest standard of merchandise they cannot be excelled. Executives of large industries in the United States are realizing the advantages that attend the establishment of a factory in places populated by thrifty, conscientious citizens. And when they can find a section that also possesses wonderful natural resources in the form of raw materials, low-priced power and excellent transportation facilities by rail and water, it is not surprising that they are attracted there. Such a combination is found in the Province of Quebec, and, industrially, its future is bright indeed.

In agriculture, the future has been assured for many years. The same virtues of thrift, honesty and a sense of duty have helped the habitant farmer no less than the industrial worker.

It is the desire of the citizens of the Province of Quebec that our country as a whole should share in her development and prosperity, and they realize that this can only be brought about by a strong bond of friendship and co-operation between the two great peoples of the Dominion. With that consideration and kindly thought towards each other that should prevail between all peoples of all creeds and of all races, we will march onward a united, strong and progressive nation, leaving for those who come after us a record which they can look back upon with satisfaction and refer to with pride.

St. Maurice, Wonder River of Quebec, Develops Prosperous Industrial Valley

By VIVIAN BURRILL
Chairman, Three Rivers Branch, C.M.A.

HOW much the Province of Quebec owes to its two outstanding natural resources, water-power and forests, may be seen in the history of industrial development through the St. Maurice Valley. The great river which gives the district its name carries millions of dollars worth of pulpwood each year from the northern forests to the mills at Grand' Mère, Shawinigan and Three Rivers. Its precipitous course has made possible the construction of electric plants that supply power for these mills and the many other industries that have been established in these centres. The wealth created by these industries has built modern, beautiful towns, turning a wilderness to a group of civilized communities and giving homes and employment to thousands of workmen.

The River's Course

The river rises at the divide between the valley of the St. Lawrence and the valley of Hudson's Bay, some three hundred miles northwest of Three Rivers, where it enters the St. Lawrence. Shawinigan Falls, about twenty miles from the river's mouth, is the centre of the Valley's activity, for here is the plant of the Shawinigan Water and Power Company which changes the energy of nature to the energy of commerce. The flow of the river is regulated by the La Loutre Dam, built by the Quebec Government at the headwaters of the St. Maurice. This dam is 1,800 feet long, 70 feet high, and forms a lake 360 square miles in area. When full this reservoir contains enough water to generate one billion kilowatt hours in the power plants at Grand' Mère, Shawinigan Falls and Gres Falls.

La Tuque and Grand 'Mère

La Tuque is the headquarters of the Brown Corporation, manufacturers of sulphate pulp, turpentine and lumber. It is situated about 75 miles above Grand' Mère on the St. Maurice and the river is navigable for boats between these towns. Until the railways were built a regular passenger and freight service was run on this route.

Coming down the river, Grand' Mère is the next important industrial centre. Grand' Mère is a company town. Everything in it centres around the Laurentide Company, Limited, whose paper mills are among the largest producers of newsprint in Canada, and practically every person in the town owes his living directly or indirectly to that enterprise. The town's name is derived from a large rock, the outlines of which resemble the profile of an old woman. When the Laurentide Power Company were building the dam for their power development, the "Grandmother" was blasted out of her place in the river and removed to a commanding position in the town, from which she still surveys the busy life of its inhabitants.

"A modern industrial Utopia" is a phrase that has been used to describe the town of Grand' Mère. Recognizing the direct bearing of good living conditions on efficient work the Laurentide Company have assumed the responsibility for everything that may tend to increase the contentment of their employees. For the past twenty years they have worked at making a model town, building houses, laying out streets and parks, creating a community spirit through clubs, a library and other welfare work. One of the finest golf courses in the province is situated near the town and membership in the club is open to all the company's employees at a nominal yearly fee.

The Laurentide Company

In connection with their industry the Laurentide Company have pursued an equally far-sighted policy. A forestry department supervises the work of reforestation and a nursery for young trees has been established at Prouix, a few miles from Grand' Mère. It is hoped that this nursery will be developed to produce 5,000,000 trees a year, a number equal to the annual cut. Last spring about 800,000 trees, three and four years old, were transplanted from the nursery to the company's limits.

If one requires a further example of the civilizing influence of industry, one need not go far. A few miles down the river from Grand' Mère, beside a cataract that rivals Niagara in majesty, is the town of Shawinigan Falls. In 1898, when the Shawinigan Water and Power Company received their charter, the entire population of Shawinigan Falls lived in one house. To-day there are about twelve thousand inhabitants, and the next decade should see this number doubled.

The power development was begun in 1899. Two years later came the first delivery of hydraulic power—5,000 h.p. —and the Northern Aluminum Company commenced operations. In 1902 the first delivery of electric power was made—10,000 h.p.—and the mills of the Belgo-Canadian Pulp and Paper Company, Limited, were started. Since then the work of development has gone ahead with amazing rapidity, increased power bringing new industries to the town and new industries augmenting the population. Power is now transmitted to Montreal by a steel tower transmission line, carrying 100,000 volts, and to Quebec, Three Rivers, Sherbrooke and numerous smaller



Plant of the Wabasso Cotton Company, Limited, Three Rivers

towns. The total power development owned or controlled by the Shawinigan Company now amounts to 296,200 h.p.

The abundance of cheap power has attracted many electro-chemical plants to the Falls. Among these are the Canada Carbide Company, making calcium carbide and acetylene; the Canadian Electrode Company, who manufacture carbon electrodes; and the Canadian Electro-Products Company whose products are acetic acid and acetone. The Prest-O-Lite Company of Canada have a plant for compressing acetylene purchased from the Canada Carbide Company, and the Shawinigan Foundries operate an experimental electric furnace plant.

Plans for Housing

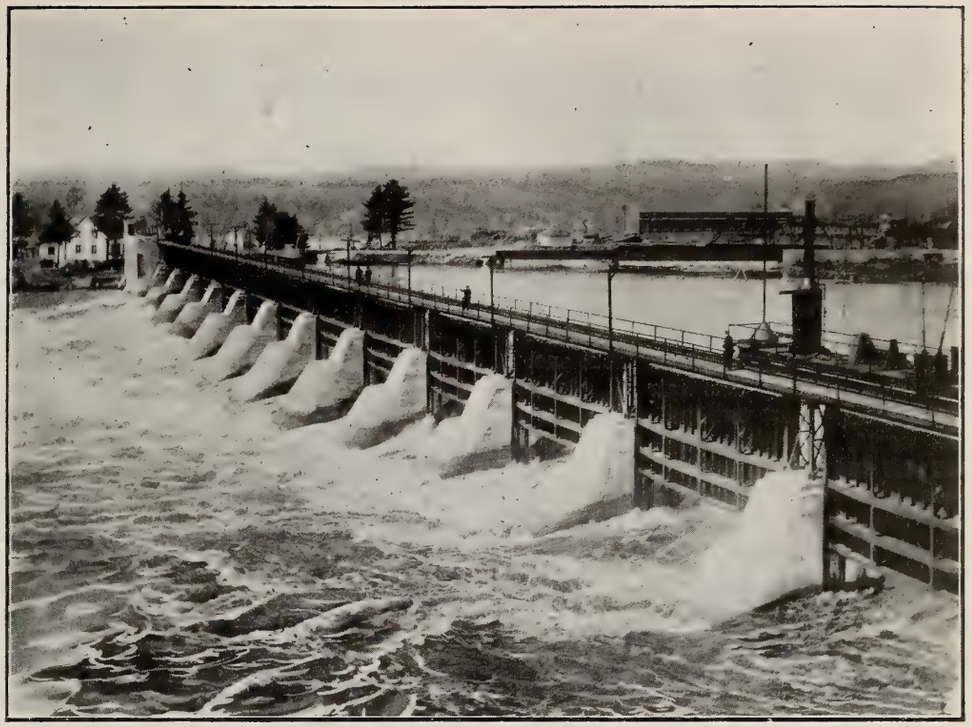
The Shawinigan Company have also taken care that living conditions in the town should keep pace with the industrial growth. A hotel, the Cascade Inn, was built some years ago as a residence for the company's staff, and it has been extended to a building of considerable size. A large tract of land to the northwest of the town is being laid out for housing purposes. Some hundreds of houses will be built there, and parks and recreation grounds will make it a community centre. A good highway from Three Rivers to Grand' Mère runs through Shawinigan Falls and makes it a favorite resort of motorists.

Three Rivers, the second oldest city in Canada, stands where the St. Maurice River joins the St. Lawrence. Though almost three hundred years old, having been founded in 1634 by Sieur de Laviolette, its growth was arrested till about thirteen years ago. In June, 1908, a fire broke out in the business section of the city and almost completely destroyed it. The disaster at first sight seemed irretrievable, but a determination to rebuild the city and make it an industrial centre, of commanding importance was soon shown, and the modern buildings, excellent lighting systems and paved streets of the new Three Rivers bear witness to its success.

Advantages of Three Rivers

Since the great fire the many advantages of Three Rivers have been widely recognized. It is the centre of a prosperous farming district and is thus attractive to tradesmen. It is a port of call for river and ocean boats, and is on the C.P.R. Montreal-Quebec line, so that transportation facilities are of the best. Being midway between Quebec and Montreal on the highway, it is a convenient and pleasant stopping place for the motorists whose numbers increase every summer. With the other cities of the Valley it receives an abundant supply of power from the Shawinigan Falls development.

Lumber and allied industries have always been a great factor in Three Rivers. The St. Maurice Lumber Company are one of the oldest concerns. For many years they have been exporting large quantities of pulpwood to the United States, but now they are going into the manufacture of paper on their own account, and part of their new $5,000,000 plant is already in operation. The Wayagamack Pulp and Paper Company are the owners of the largest kraft pulp and paper mill in the world. The Three Rivers Pulp and Paper Company are to erect a ground-wood pulp mill with an initial capacity of 100 tons a day. This mill should be in operation about November.



Dam and Control Gates at Shawinigan Falls

Other industries such as the Wabasso Cotton Company, Limited; Canada Iron Foundries, Limited; the Tidewater Shipbuilding Company, Limited, and many more of varying size give employment to hundreds of workmen. In the last ten years the population of Three Rivers has doubled, being now almost 25,000, and it is still growing.

In connection with the industries mention should be made of the new technical school, which was opened a few months ago. This building was constructed at a cost of over $200,000 and is completely equipped and modern in every particular. Outside of the cities of Montreal and Quebec there is nothing like it in the province, and it compares favorably with the best technical schools in Canada.

The statue of Laviolette, founder of Three Rivers, used to stand in the square beside the new post office and customs building. The old statue has now been demolished, and a new one is to take its place. There is a legend attached to the original statue, though, as with most legends, one cannot vouch for its truth. It is said that the village of Champlain, about twenty miles from Three Rivers, ordered a monument to commemorate the gallant gentleman whose name it bears. Unfortunately, when the statue was completed the village fathers were not able to pay for it, so, it is said, Three Rivers took it off their hands, labelled it Laviolette and set it up in honor of their founder.

At all events, no matter whom the statue resembled, the modern Trifluvians must respect the good judgment of the man who placed their city in the exact spot to reap all the advantages of the St. Maurice Valley.

Made-in-Canada

Vancouver "World" Exhibits Manufactured Products

An interesting instance of co-operation between a newspaper and the manufacturers in its territory is to be noted in Vancouver. Almost a year ago the *Vancouver World* started to display manufactured goods in its show window. There were no strings to its offer to do this. It merely expressed a willingness to promote the industrial growth of Vancouver and British Columbia by displaying the manufactured article. At first the privilege was confined to local industries. Later the idea spread far beyond the boundaries of British Columbia and became almost continent-wide.

Each display had a full week—six days. No charge was made for the service. The attention of people passing the *World* window was arrested by the news bulletins and after reading these there was the catchy exhibit. The plan proved a big hit. In normal times it was estimated that 50,000 people passed the *World* window each day. Thus the people of Vancouver were given the privilege of inspecting something that was made in the city or elsewhere in Canada but of which they had never heard before.

The British Industries Fair, London, 1921

A Review of Its Features and an Estimate of Its Value

By JOHN C. KIRKWOOD

IT was in 1915 that the first British Industries Fair was held, its object being to promote the domestic manufacture of goods previously imported from enemy countries. To-day this fair is declared to be the greatest national trade fair in the world. It differs from the fairs at Leipzig and Lyons in that its exhibitors must be British, whereas the continental fairs named are international in the matter of their exhibitors.

This year's fair exceeded in the number of exhibitors the fairs of past years, and one explanation, if not the whole explanation, is that British trade was and is bad. The 1921 fair was used by British manufacturers in unprecedented numbers to get business for hungry factories. The demand for space in connection with the London Exhibition used up every available square foot of exhibiting space, and 150 applicants for space could not be accommodated.

Mr. Kirkwood, whose reports on industrial conditions in Great Britain have appeared from time to time in these columns, was requested to furnish INDUSTRIAL CANADA *with a report on this year's British Industries Fair. His description of the Fair and estimate of its significance appear on this and the following pages. Special importance attaches to the declaration that Canadian manufacturers are not only entitled to exhibit, but would be welcomed at this important annual exhibition.*

—The Editor.

In Three Sections

It is necessary to explain that the British Industries Fair was held this year, as last year, in three cities—London, Birmingham, and Glasgow, the three exhibitions lapping in the matter of time, the most northerly of them beginning and ending a week later than the opening and closing dates of the London section. This arrangement was designed to give buyers wishing to visit the northern fairs as well as the London fair an opportunity which would not conflict with plans or desires in relation to the London fair.

The Exhibition in London comprised seven sections, including china, earthenware and glass; fancy goods; toys, games and sports equipment; paper and office furniture, publishing, printing, stationery, and allied lines; leather goods, brushes; jewellery, silverware, cutlery, clocks and watches; furniture; muscial instruments; and drugs, medical and surgical appliances, scientific instruments, photographic and optical goods.

At Birmingham the exhibits consisted of hardware and tools; paints, saddlery, and, generally, metal wares of the heavier sort.

At Glasgow, the exhibits included textiles and textile products, prepared foods, and chemical products.

In each of these cities the exhibits were assembled in a single enclosure, if not under a single roof, an arrangement having obvious advantages. At Leipzig and Lyons the exhibits are scattered all over the city, so making their examination time-consuming and burdensome. The reason is, probably, lack of any central exhibition grounds or buildings of adequate dimensions.

It is a discussed and unsettled question whether it is the best thing to hold the British Industries Fair in three cities, and a committee appointed by the British Government to study the problem has not yet submitted its report and recommendations. To centralize the whole Exhibition would require both ground and buildings of very spacious extent; and these may be difficult to find, though the White City, Shepherd's Bush, where the London Fair was held this year, might be made to suffice, for it is an area of magnitude, with many capacious buildings.

A Mammoth Fair

The figures which follow give some idea of the immensity of the London division of the British Industries Fair:

Trades represented	21	
Number of Stands	1,250	
Floor Area of Stands	240,000	sq. ft.
Gangways	3	miles
Stand Frontage	4½	miles
Area of Halls occupied	10	acres
Electric Cable for Lighting	20	miles
Lamps	6,000	

For the information of those not familiar with London's White City, it may be explained that the buildings are numerous, are grouped about courts, and are connected by corridors and galleries which are huge enough to be employed for exhibition purposes. Before the war the White City was London's most attractive pleasure centre, being devoted to exhibitons, amusements and entertainments for the whole of the summer months. During the war the buildings were used as barracks, and for stores, and the wreckage or demolition was pitiful. Some day the White City will have restored its former glories; but for the present it is a sorry sight when its scars and devastation are seen. Fortunately, the visitors to the exhibitions, that are somewhat frequent, see only the interiors of the huge halls, and cloth and banners and other expedients mask the ruin quite successively.

A Magnificent Exhibition

The visitor to the British Industries Fair, London, 1921, could not help but be captivated with its appearance and completeness. I have heard nothing but praise of it, viewed as an assembly and demonstration of Britain's manufacturers. The exhibitors seemed to spare nothing to make their stands attractive. Many stands were magnificent, being admirably conceived architecturally and artistically, and were spacious.

But better far than these frameworks or stages were the exhibits of the goods themselves. It did one good to see British industry expressed in its merchandise, and this merchandise in its highest forms of excellence. One is familiar with the boast of Britain that her products are the finest in the world for finish and excellence of manufacture. This boast was shown to be no idle one by the goods themselves.

Of course there were cheap goods, often side by side with the finest goods, but the finest goods seemed to be the acme of manufacturing skill and genius. It was sheer joy to traverse the halls where were assembled the exhibits of paper, printing, publishing and stationery sundries; the china; the leather goods and fancy goods; the furniture; and silverware and cutlery; the toys; the muscial instruments. Fine leather goods are irresistible, and the sight of them makes one covetous.

Buyers Were Few

In spite of the fact that this year's British Industries Fair excelled all previous fairs, both in the number of exhibitors and in the character, quality and range of exhibits, it proved a very disappointing one from the exhibitors' standpoint. In other words, sales were away below what was desired, because buyers were few.

Invitations to attend the Fair were issued to 60,000 known buyers resident in 112 countries, and in addition, publicity and other forms of advertisement and invitation were liberally employed; but against this good work are the barriers to purchase of adverse exchanges and un-

stable prices. Buyers are reluctant to enter commitments on a falling market.

A year ago when skies were bluer, it was a sellers' market. Factories were reluctant to accept orders, and buyers over-bought. The deflation of prices in the twelve months following the last British Industries Fair, the consequent liquidations, involving heavy losses, and the feeling that bottom prices have not yet been reached, have developed a wait-and-see attitude. Besides which is the fact that the consuming public has reduced its purchases.

So overseas buyers in desired numbers did not come, and home buyers were few.

Even so, the attendance was good. Many were retailers, and therefore, small buyers if buyers at all; and many were curious sight-seers.

But wherever one went there was a sad sense of futility. Stall attendants were gossiping with visitors or with each other. There was an air of depression over the whole exhibition.

Yet it would be quite wrong to call this year's Exhibition a failure. It was, indeed, a magnificent success viewed as a demonstration of British-made merchandise, both as to variety and superiority; and as an advertisement of Britain's ability to supply home and overseas markets. Until the establishment of these British Industrial Fairs, Britons did not know how able their own land was to provide home requirements, and British manufacturers had no opportunity to show themselves and all the world what they could do, and what they are doing.

European Trade Fairs

These annual fairs are a national necessity, even when immediate results are not secured in desired measure; they represent Britain's collective effort to offset the competition of foreign trade fairs, whose competition and increase are growing and will continue to grow.

The extent of this competition is indicated by the following list of Continental Fairs, scheduled for 1921; namely those held at Dantzig, Prague, Lyons, Leipzig, Amsterdam, Basle, Zurich, Ghent, Barcelona, Brussels, Frankfort, Milan, Lucerne, Utrecht, Paris, Warsaw, Bordeaux, Madrid, Luxembourg.

Outside the continent of Europe foreign Trade Fairs held or to be held this year, are the following:

Peking—Industrial Exhibition.

Tunis—Agricultural Motor Exhibition.

Algiers—Agricultural Show and Exhibition.

Johannesburg—Agricultural and Motor Show.

Buenos Aires—International Dairying Exhibition.

Lima—International Exhibition.

Mexico—Commercial and Industrial Exhibition.

Reikjavik (Iceland) — Agricultural Machinery.

Bandoeng (Java)—Netherland East Indies International Tea Exhibition.

It will be seen that there are no fairs of comparable sort scheduled for the United States or Canada; though the Canadian National Exhibition may be ranked with these foreign trade fairs.

This recital of industrial and trade fairs shows how fairs as a form of advertisement and as a market are regarded as being of very real value, and one is glad to see that Britain is well to the front in the matter of her fairs.

Past and forthcoming, in 1921, British Fairs and Exhibitions are these:

London—Clothing and Woollen Exhibition.

London—International Building Trades Exhibition.

London—Drapery and Textiles and Women's Wear Exhibition.

London—Wholesale Furniture Exhibition.

London—Photographic Fair.

London—Sixth International Printing, Paper and Allied Trades Exhibition.

London—Fifth International Rubber Fair.

London—British Textiles Exhibition.

London—Shipping, Engineering and Machinery Exhibition.

London—International Shoe and Leather Fair.

London—Fifteenth International Motor Exhibition.

Glasgow—Bakers, Grocers and Confectioners Exhibition.

One recalls in this connection the Canadian Industries Fair held in London in June, 1920.

The Utility Value of the British Industries Fair

Everyone visiting this year's British Industries Fair must have had impressed on him the utility value of the Fair to the buyer. Here were assembled adequate examples or samples of exhibitors' products. Here one could compare one maker's products and prices with those of others. Here one could see practically everything procurable in the line of his enquiring interest. Here one could make his purchases in a day or in a few days, with a minimum of travel, expense, effort and expenditure of time. A buyer would have no need to fear that he was not seeing all that he ought to see or that he was not getting the best values.

Also, he saw assembled many lines that might, in the ordinary way of buying, never be seen by him at all. The Fair was his protection and his ally. It enabled him to select from the nation's stocks, for the Fair was the national sample room. He would see many new lines which could be added to those which he is accustomed to sell, so giving him the opportunity to multiply his lines in order to increase his sales. The assembled exhibits were an inspiration, breeding enthusiasm and ambition to do larger things.

I enquired of numerous exhibitors if they had been seeing Canadian buyers, and nearly all had recollections of some Canadian enquiries, but, strange as it may seem, the recollections were hazy; often names were forgotten. The inference is that buyers were few, and that transactions were minor. The china and pottery exhibitors were the most definite in their recollections.

Canadian business is wanted. A year ago it was not. Years ago it was wanted very little by many British manufacturers, who left Canada to the United States, preferring to give their maximum effort to countries and colonies where competition was less severe and more remote. This abandonment of Canada is still in evidence, but to a much lesser degree than in past years. Canadian buyers visiting Britain at the present time would be given a most cordial welcome. Indeed, there is even a wistfulness in the attitude of many British manufacturers in relation to Canada—this for no sentimental reasons, but because it is being recognized that Canada is a good potential market, and that her present sound position and her future importance as a consumer of British-made merchandise warrant her cultivation.

Canadian Exhibitors Welcome

A Board of Trade official made it clear to me that Canadian manufacturers are not only entitled to exhibit at the British Industries Fair, but also would be welcomed, for the broad and wise view is that Britain's supremacy industrially, politically and financially, are dependent on the perpetuation of Imperial integrity.

I am not aware how earnest or definite was the effort made by the British Department of Overseas Trade (the organizers of the British Industries Fair) to obtain exhibitors from Canada. I imagine that this year it was not very great or urgent in view of the overwhelming demand for space from domestic firms. Yet the admissibility of Canadian exhibits is something to be remembered by those Canadian manufacturers and producers who may be seeking export trade, and who would find in the British Industries Fair a ready-made opportunity to show their wares to the buyers of the whole world.

One overseas British possession had an exhibit at the Fair, namely, India. Its exhibit was of Indian fancy goods and ivories, and was organized by the Department of Commerce and Industries of the Indian Government.

Overseas Commercial Missions

The Department of Overseas Trade invited various overseas countries to send delegates to visit the United Kingdom and the Fair. Accordingly delegates came from the following countries: Belgium, Bulgaria, Canada, Czecho-Slovakia, Denmark, Finland, France, Holland, Italy, Norway, Poland, Portugal, Serbia, Spain, Sweden, Switzerland, United States.

The delegates from Canada were: Col. R. W. Leonard, J. W. Norcross and Hon. J. S. McLennan.

Foreign buyers were entertained by various public bodies and associations, among them being the British Bankers' Association, the Associated Chambers of Commerce, the London Chamber of Commerce, the National Union of Manufacturers and other trade associations represented at the Fair. There were daily luncheons, with addresses from distinguished persons, some of whom made important speeches.

The Fair was visited by the King and Queen, whose practice is to visit the important trade fairs and exhibitions.

The Dependence on Wholesalers

Because my professed business is showing and assisting manufacturers to find and establish markets for their products; and because I believe and teach that good products should be identified by the maker's brand and made known, by advertisement, to the consumers of them, I viewed with regret the absence of identification marks on many superfine products—furniture, for example, and the lack of pride in their product of manufacturers whose goods are branded.

The failure to identify many products by branding is due to the fear of wholesale and retail buyers who often demand that the goods shall bear *their* brand rather than that of the maker. These wholesale and retail buyers desire to give their customers the impression that they are manufacturers.

Often these distributing buyers are utterly relied on as customers, and so they become the masters of the manufacturers from whom they buy. They have the manufacturers in thraldom. Manufacturers know this. Many are content; many quake with fear. A few are screwing up their courage to break the chains that bind them, and to seek their true market, namely, the consumers of their products.

Thus did the makers of Wolsey underwear years ago. The break threatened to ruin them, and the first year was one of dire peril; perhaps also the second year. To-day the makers of Wolsey underwear sell to both wholesalers and retailers, and are no longer their serfs, but are the supreme owners of their business, which has not only been established on the firm rock of consumer's good-will and demand, but has expanded for beyond its dimensions when its fortunes reposed in the lap of factors and wholesalers.

Value of Brands

In these present difficult times, when many a business is rocking on its insecure foundations—in the boot and woollen trades, for example, the manufacturers least affected by the trade slump are those making a product bearing their own brand and for which a widespread consumer-demand has been established.

A few manufacturers have seen clearly the true cure for their grievous case, but the majority remain blind; they say vigorously and with a note of finality in their statement of method, "We sell only to the wholesaler."

Must Learn Salesmanship

The day has come for Britain when she must learn and practise the science and art of salesmanship on the grand scale, as exemplified by the British Industries Fair, and as it relates to the affairs of individual firms. The American makers of Libby and Armour products, Kodak cameras, Delco Lighting Equipment, Hoover Vacuum Cleaners, Ingersoll Watches, Community Plate, Big Ben alarm clocks, and many other things, have entered Britain and are more vigorous and more enlightened in their salesmanship than are the British firms against whom they compete. This American invasion is growing stronger each year.

The British Industries Fair is one challenge—and an admirable one—to the menace of foreign competition; but collective enterprise must always be reinforced by private enterprise. When Britain makes so much that is superlatively good, the hope is that she will put into her selling efforts and methods at least equal zeal and skill—and this quickly, for the sake of national and individual profit.

NEW INDUSTRIAL PLANTS



A Recent Addition to Hamilton's Long List

Premises of the Carr Fastener Co. of Canada, Limited, a modern two-storey structure of latest industrial design and construction

The Part Played by the Quebec Division in the Work of the Association

By C. HOWARD SMITH
Chairman, Quebec Division, C.M.A.

IT is rather an awkward thing for a chairman to be asked to write an article regarding his own Division when it comprises one of the finest provinces in Canada and when the writer's first desire is to be modest. Facts regarding the great Province of Quebec might be taken by those unacquainted with this part of the country as fiction. A keen sense of duty, however, that visiting delegates at the annual convention to be held in Quebec on June 7, 8 and 9, should not be allowed to come here unprepared for the hospitality they are to receive and with but slight knowledge of the province, constrains me to set down some facts which may help them to feel at home even before they have become acquainted on their arrival here.

Is Forging Ahead.

With nearly 1,000 members—merging race, creed and business effort as no other organization has or is doing in this province—the Quebec Division of the C.M.A. is rapidly forging ahead. Each year sees new life and activity thrown into the work. Young men are coming up to the top rungs of the industrial ladder here, and almost without exception they immediately throw their weight and influence into the scale pan to make the Quebec Division of the Association bigger and more influential in Association circles. When I say that the Quebec Division already looms large in Association circles I trust that I may be spared any unkind thought on the part of members in other divisions that the statement is begotten by egotism. Ontario exceeds us it is true in total membership and total number of plants, but our log line indicates that we are making good speed and in moral attributes, so far as loyalty to the Association and enthusiasm in the carrying out of its programmes, we yield to none.

On reading this paragraph over I find it does sound boastful, but nevertheless it stands. I shall now attempt to give you some facts to show that the statements I have made are founded on facts. The Quebec Division, as a composite body, came into being two years ago. Practically there was always a Quebec Division in the Association; technically it did not exist until April of 1919.

Organization of Branches.

When the Division was formed there were three branches which were charter members of the Division, so to speak, our Montreal Branch, the Quebec City Branch and the Sherbrooke Branch. A short time ago a fourth branch was formed in Three Rivers, which takes in the city of Three Rivers, Grand' Mere, Shawinigan, Victoriaville and other industrial centres in the valley of the St. Maurice River. With the organization of this branch we to-day have our Division completely organized as far as the numerical strength of our membership in various localities of the province will permit.

Having our branches now in a healthy state and the province well covered from an organizing standpoint, we have turned our attention to the organizing of sections. Within the past two months several new sections have been organized in the city of Montreal, including a Pure Foods Section, Electrical Apparatus Section, Wooden Box Section, and last week the Sign Manufacturers of the city of Montreal were formed into a section some 25 strong, the first section of its kind I understand in the Association in Canada. In this we feel that we have established a precedent and will have the parent section of sign manufacturers in the months to come when this class of industry is fully organized in every division from the Atlantic to the Pacific.



Heads Quebec Division

The Chairman for 1920-21, Mr. C. Howard Smith, President of Howard Smith Paper Mills Limited, Montreal, one of Quebec's largest paper manufacturing industries

In order to keep interest at the highest possible pitch in each of our branches and sections, we have decided upon a regular programme of meetings so that hereafter each branch will have its meeting on a certain set date as will also our sections.

We have problems in the Quebec Division that are not common to the other divisions in Canada. One of these that is outstanding is that we have to proceed on a bilingual basis in all things. This problem of treating with each member of the division in his own language and according to his own customs has been given very careful consideration this year not only by the Division but by the various branches in the Division.

Almost a year ago a bilingual house organ, known as the *Manufacturers Monthly Bulletin*, was instituted, and is issued monthly. We know from the experience we have had that this is much appreciated. Recently, by special arrangement with Head Office, all circulars issued from Toronto to the members in English are issued concurrently from the Montreal office in French to our French members in this province. This departure from the usual custom of issuing all circulars in English promises to be greatly appreciated by our members in the Division.

Esprit de Corps.

In spite of the fact that we have two languages in our Division and must conduct ourselves ever with this fact in view, I feel certain that when I say that there is no division in Canada where the *esprit de corps* among the members is keener than in the Province of Quebec, I am stating an uncontrovertible fact.

Now a word as to the convention. Convention is in the air in the Province of Quebec so far as our Division is concerned. Every branch and every trade section has learned that the convention is coming to the City of Quebec on June 7, 8 and 9 with the greatest of pleasure. If our anticipations of the good time which we hope to give the visiting delegates during their stay in this province becomes a realization with the delegates, then we shall feel that we have accomplished much toward showing the outside delegates just how happy and how loyal a family we have in the Quebec Division.

We are sure in your coming we shall not be disappointed in you and we will do all in our power so that you may not be disappointed in us. The latch string is out now as always for you in the Province of Quebec, but when June 7, 8 and 9 rolls round the door will be wide open and we shall kill the fatted calf, and your pleasure will be our delight.

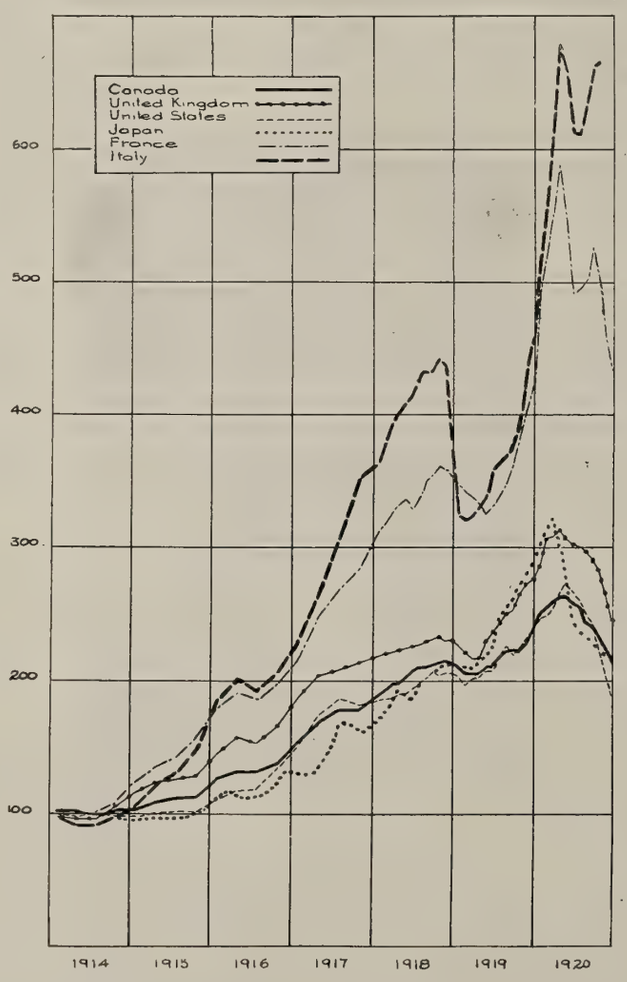
Price Changes in Canada Between 1914 and 1920 Graphically Illustrated

By C. W. BOLTON,
Chief, Statistical Branch, Department of Labour, Ottawa

HIGH PRICES and war have always been associated in people's minds, and Canadians remember well the high prices of wheat during the Crimean war as well as the paper money inflation in the United States during the Civil war. But when the trade and industry of practically every country is vitally affected by a world war the effects on prices extend to all articles and exert influences on all phases of human activity. Producers, dealers and consumers are often brought suddenly into contact with conditions and facts of which they formerly knew little or nothing, affording opportunities for great profits and progress, or for great losses and setbacks, sometimes according to the favor of fortune, sometimes to the manner in which each situation is met.

In a war on such a scale, naturally the financial situation presented the first great peril, and in August, 1914, banks and stock exchanges were closed until the British Government had made all secure at London, the financial centre of the world. Nor was it commonly noticed for some time that freedom from the necessity of paying in gold balances between banks and countries would lead to inflation of credit and also of currency, and result in a financial situation at the end of the war with as serious possibilities as that when it began. Economists and financiers (and occasionally also statesmen and journalists who do not claim to be either) argue as to the causes and results of such conditions as to the influence of inflation, but all concede that nothing exerts such an influence in raising prices in general as large issues of paper currency not redeemable in gold. The vast difference in the price curves for France and Italy as compared with those for Great Britain and the United States are sometimes explained by reference to the comparatively large issues of paper money in the former countries. Some point to a similar difference in the curves for the United States and Great Britain, because in the latter at the end of the year gold was at a premium of 20 or 25 per cent., whereas United States currency had continually been redeemable in gold.

But while a general and fairly constant influence such as monetary inflation may explain the rise from 1914 to the early part of 1920, and deflation may explain the fall in prices in those countries which were subject to it during the latter part of 1920, this does not explain the somewhat violent fluctuations from time to time in prices of the principal articles on the markets. Restrictions of credit and the floating of loans have apparently prevented or made necessary or possible large transactions in some commodities at times. The fall in prices in Japan early in 1920 is said to have been due to financial conditions which put an end to speculation, especially in raw silk, its principal export.



The course of commodity prices in various countries as shown by the index numbers of wholesale prices, the 1913 level in each case being taken as 100

The fall in prices in Italy, and also in France, at the end of 1918 was probably due chiefly to the cessation of enormous loans from and expenditure in those countries by the United States and Great Britain when hostilities ceased, as well as to the other readjustments incidental to transition from war to peace. Similar declines on a smaller scale were experienced in other countries. The rise in all countries from the spring of 1919 to the spring of 1920 is said to be due to the expenditure of great loans floated in 1919 by various countries and the export trade thereby stimulated.

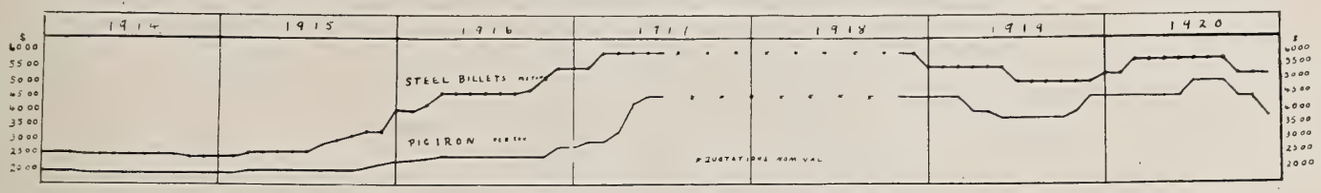
With the causes of fluctuations in the prices of the principal commodities in Canada, we are all fairly familiar. Prices of provisions rose when war began and in turn receded somewhat as soon as the first war demand was satisfied, but the decrease was due chiefly to the fact that the 1914 crop was short and livestock were being marketed freely. The good crops of 1915 kept most food prices from rising greatly, but the short crops of 1916 in all countries were followed by the steep increases which led to the appointment of food controllers to secure the fairest and most economical distribution and to promote production About the same time the abnormal demands for fuel created shortages and fuel controllers took charge. In textiles and clothing, raw cotton had fallen in price until it appeared that it was required in enormous quantities, after which it advanced in price considerably. Wool had already gone up, especially coarse grades used for blankets and uniforms, but the great increase in clothing prices appeared in the spring of 1918 and again in 1919. The wood supply of the world had been pretty well secured by the British Government early in the war and manufacturers for civilian trade had troubles in getting supplies and experienced much uncertainty as to whether they were on solid ground or not in making contracts for the sale of their output and purchases of raw materials. When hostilities ended, demand and supply were alike uncertain and Governmental control was removed only slowly and gradually to avoid, as much as possible, demoralization of the markets.

The markets affected most by Governmental control in America (outside of wheat) were those of the metals, especially copper and iron and steel. British

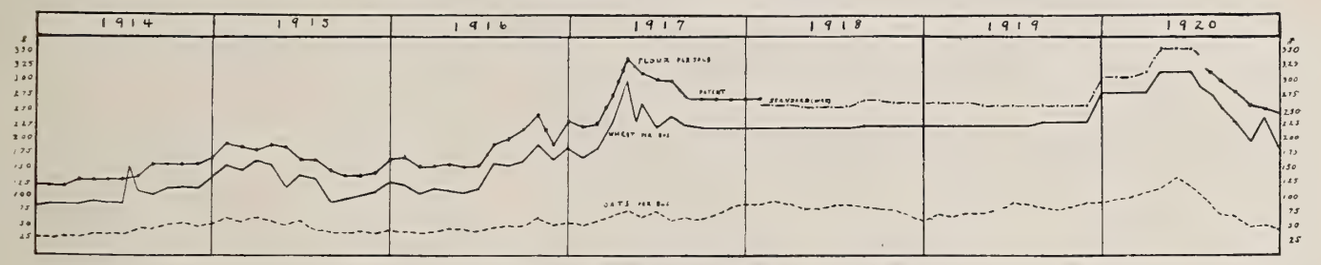
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Rise and Fall of Prices of Staple Commodities in Canada

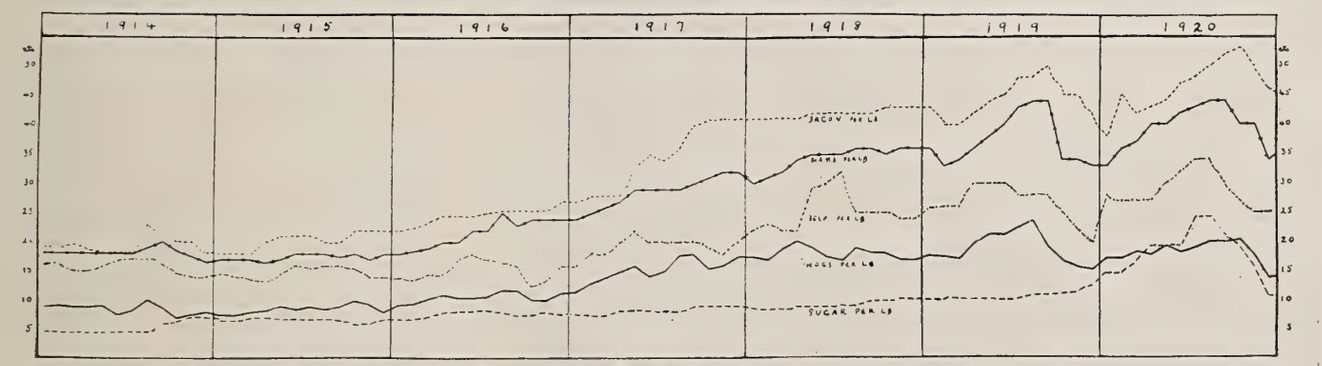
Compiled for Industrial Canada by C. W. Bolton



Steel Billets and Pig Iron



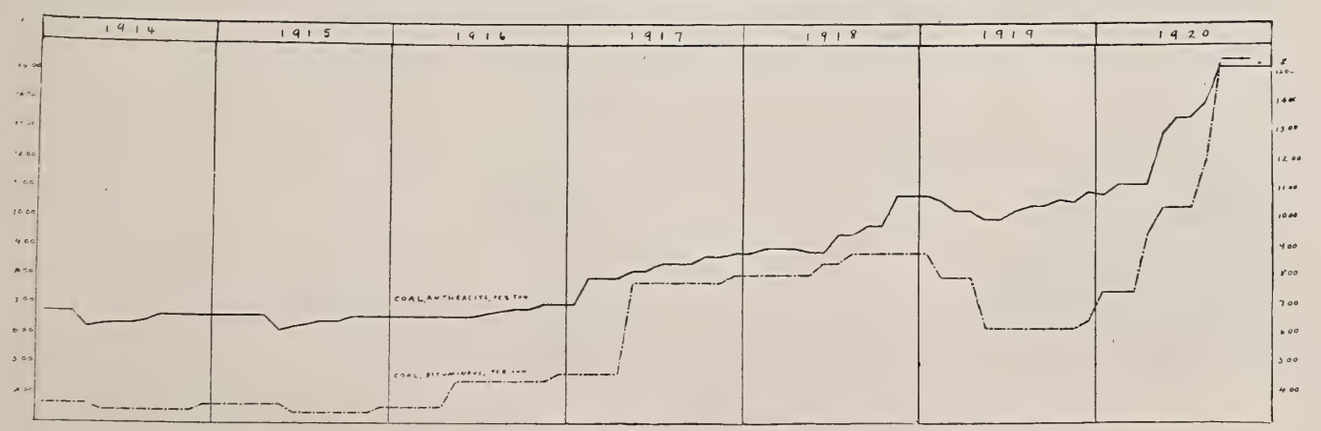
Flour, Wheat and Oats



Bacon, Hams, Beef, Hogs and Sugar



Woollen Yarn, Wool, Colored Cottons and Cotton



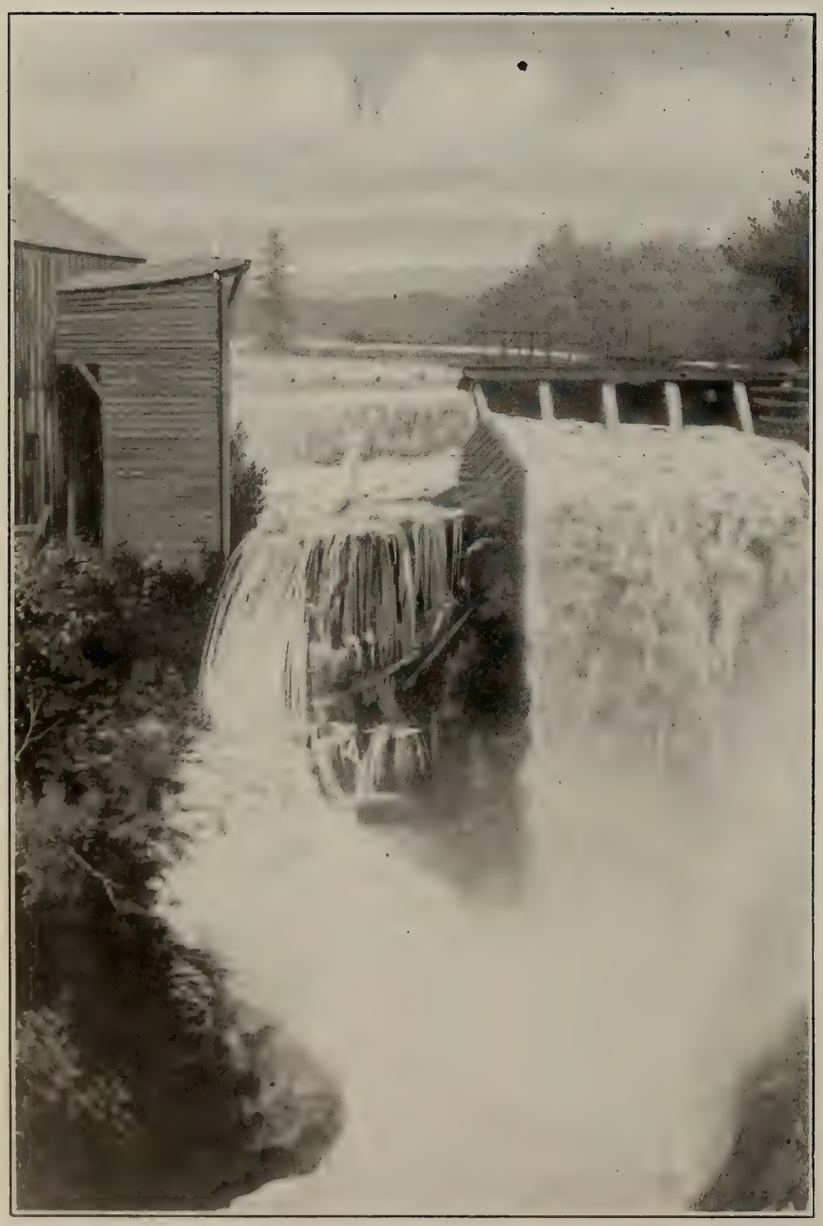
Coal, Anthracite and Bituminous

Hydro-Electric Power Development in the Province of New Brunswick

By C. O. FOSS

Chief Engineer, New Brunswick Electric Power Commission

IN 1915 the Province of Nova Scotia, in conjunction with the Water Powers' branch of the Dominion, began an investigation of the water powers of that province. Three years later, in 1918, New Brunswick, under a similar arrangement, began the same work and appointed a water power commission, of which the writer was made chairman. Within a year and a half this commission, with the great assistance of the District Engineer of the Dominion Water Powers Branch, had obtained sufficient information to warrant the legislature of the province in passing legislation authorizing the Governor in Council to appoint a permanent commission, the duties and powers of which are fully set out in the Act above referred to.



A Fine New Brunswick Power

Falls on the Pokiok River capable of developing 8,000 horse power

This commission, consisting of Hon. E. A. Smith, Shediac, chairman; Hon. L. A. Dugal, Edmonton; and C. O. Foss, St. John, was appointed in July, 1920, and proceeded at once to prepare plans under the advice of consulting engineers for the development of the Big Falls of the Lepreau, so called, about twenty miles from St. John. A little later is was discovered that the West Branch of the Musquash could be diverted into the East Branch of the same stream so that the water of both could be utilized in one power house. As this would produce much more power than the one development on the Lepreau, and as it is seven miles nearer St. John, it was decided to proceed with this first. The similarity between this and the development now well on towards completion at St. Margaret's Bay near Halifax is so striking that it may be of interest to note it:

1st. They are both on the first streams available west of the respective cities of St. John and Halifax.

2nd. In both cases one stream is diverted into another.

3rd. The turbines in the tide water station at St. Margaret's Bay are identical with those in the Musquash station.

4th. The amount of power is practically the same.

5th. The distance from the respective cities is nearly the same.

6th. The cost will be approximately the same.

As above mentioned the water of the West Branch will be diverted to the power house at the head of tide on the East Branch by means of a wood stave pipe, 8 feet internal diameter, 7,440 feet long, and the waters of the East branch will be brought to the same power house through another wood stave pipe 10 feet internal diameter, 3,020 feet long. This pipe will deliver water at an effective head of 95 feet to the two turbines of 3,670 horse power each. The eight-foot pipe will deliver water at an effective head of 117 feet to one turbine of 3,760 h.p. We estimate that the quantity of water will be about the same, but the one turbine on the West Branch 8 ft. pipe will be kept working at full capacity practically the 24 hours, while the load fluctuations will be taken care of by the two wheels on the East Branch 10 ft. pipe, and will only be worked to full capacity or near it at periods of full peak load. To each of these three tur-

bines there will be directly connected a generator of 2,900 k.v.a. capacity generating current at 13,200 volts, at which pressure it will be transmitted to the substation at the entrance to the City of St. John.

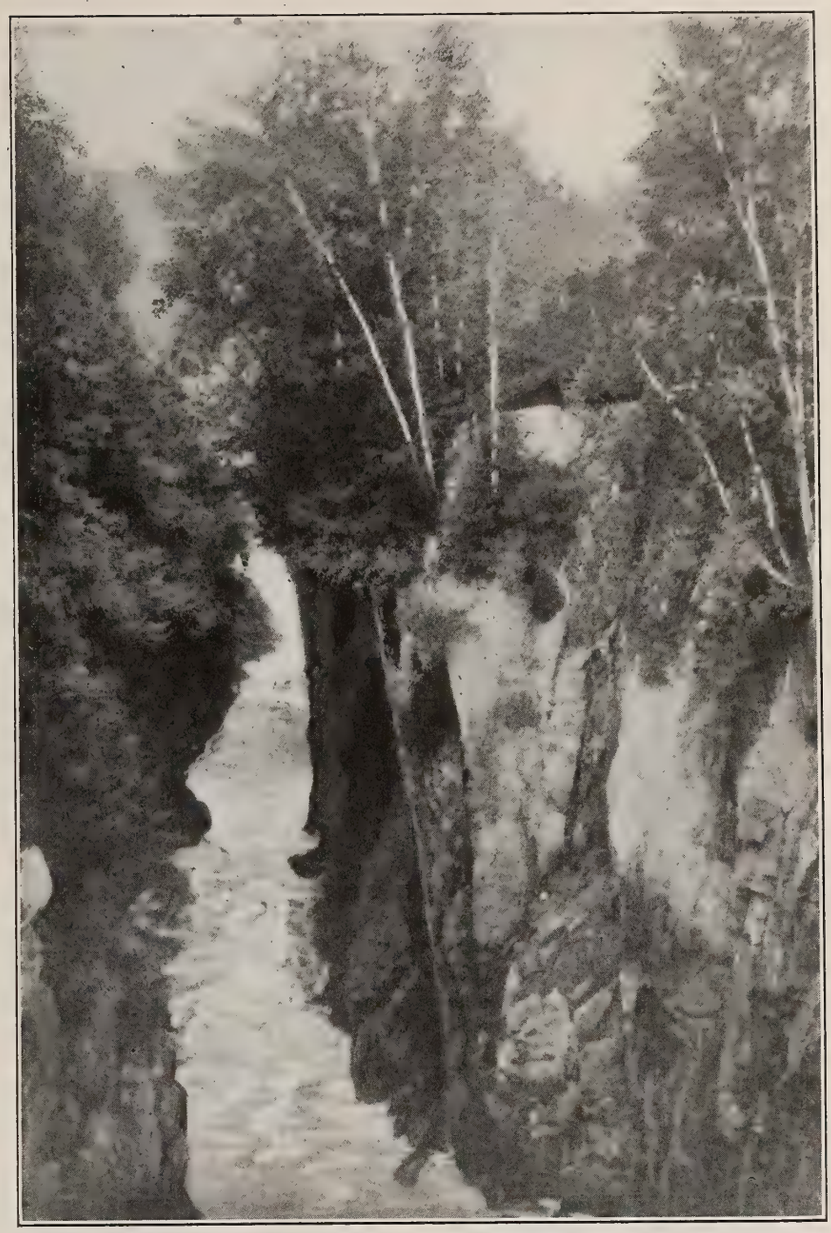
The transmission lines will be of aluminum wire drawn around a steel core and supported on steel towers at intervals of about 800 feet. There will be two independent three wire circuits carried on these towers. There will be large storage reservoirs provided on both streams. At present timber is being delivered for a storage dam on the West Branch at Log Falls, two miles above the main power dam just at the head of the reservoir, created by the power dam, and later two other dams will be built to add to the storage on the West Branch, one at the outlet of Seven Mile Lake and the other at the outlet of Sherwood Lake. On the East Branch a main dam and two run-round dams will be built at the outlet of Loch Alva, and later other dams at Eagle Lake and on the Belvidere stream. These dams will be of such height as will control all the water in years of minimum rainfall.

Contracts have been let for the construction of the main power dams on both streams, also for grading the beds on which to lay the wood stave pipe lines and this work is well advanced. Contracts have also been let for the construction of the storage dams at Log Falls and Loch Alva, also for the wood stave pipes, and for the turbines and generators. Within the next month contracts will be let for the power house, surge tanks and steel penstocks from the surge tanks to the turbines, leaving only the switchboard, transmission line and substation for construction later, and the surveys for the transmission line are going on now.

The present power requirements of St. John will almost immediately absorb the output of this development, making it necessary to proceed with the development of one of the three power sites on the Lepreau in the very near future. The total power possibilities of the Lepreau are fully 12,000 h.p. After these two streams have been fully harnessed, and the output absorbed, there is the Magaguadavic a few miles farther away which can be made to yield as much power as the Musquash and Lepreau combined.

The commission have data which enables them to state positively that 8,000 h.p. can be generated in the plans on the Pokiok, 37 miles north of Fredericton, 8,000 more in one plant at the outlet of the Shogomoc 40 miles north of Fredericton, and 12,000 on the Tetagouche near Bathurst.

In addition to these comparatively small powers is the Grand Falls of the St. John with a minimum of 33,000 h.p. without storage and a maximum of 75,000 with full storage provided. The Bathurst Lumber Company have a development nearing completion at the Grand Falls of the Nepisiguit of 13,500 h.p. Tabulating these we find the province has actually in sight the following:—



Picturesque but Powerful

The deep gorge worn below the falls of the Pokiok River

	h.p.
Musquash	8,000
Lepreau	12,000
Magaguadavic	20,000
Pokiok	8,000
Shogomoc	8,000
Tetagouche	12,000
Nepisiguit	13,500
Grand Falls of the St. John	75,000
Total	156,500

Besides these the commission, with the assistance of the Dominion Water Powers Branch, are studying the Upsalquitch, South-west Miramichi, Kennebecasis and several smaller streams. There is no doubt but that there can be developed in this province at least 200,000 commercial h.p. When all this has been developed and brought into use and New Brunswick becomes a great manufacturing province, we have the great power possibilities of the Bay of Fundy tides.

This year's annual meeting of the National Fire Protection Association will take place at San Francisco on June 14, 15 and 16. Arrangements are being made by the executive to have the eastern members leave Chicago in a body on Wednesday, June 8th. The party will travel by Santa Fe train No. 3, leaving at 8 p.m. Saturday will be spent at Grand Canyon and the party will reach San Francisco on Monday, June 13th at 8.35 a.m. Full information as to rates, etc., will be given by the Secretary, Franklin H. Wentworth, 87 Milk St., Boston.

The Practical Value of Testing Supplies*

By ROBERT JOB

Vice-President, Milton Hersey Co., Ltd., Montreal

IN the successful purchase of materials two factors are of prime importance. In the first place, the article purchased must meet the requirements of service; and, secondly, it must be obtained at its fair market value.

If we look a little more closely at this apparently simple statement, we shall realize that, in order to be able to meet the first condition, the buyer must have definite information as to the service required, and he must also know and be able to state with exactness just what properties are essential in the materials themselves in order to meet conditions.

Standardization by Specification

These needs naturally led to the careful study of the properties of materials with the object of standardization, the results of the work being drawn up in the form of standard specification, with the object of stating the quality which was desired and which would be accepted, and of limiting to proper proportions any ingredients likely to be unavoidably present which had been found to have an injurious influence upon the service rendered.

The subject of standardization of materials is one of the most important developments of modern times. Its value was thoroughly understood and appreciated years ago, and great impetus was given to its growth by a system begun upon the Pennsylvania Railroad, in the year 1875, under the able direction of Dr. C. B. Dudley, making a study of important articles in railroad service, and placing this information in the form of standard specifications to be used as a basis for the purchase of the materials. Since that time, the work has gradually extended; until, to-day, many large technical societies are devoted especially to it.

From this brief statement, it is an easy matter to see the advantage and economy which are bound to result from such investigations; but, in order to make our meaning clear, it may be of interest to consider some specific instances taken from daily routine.

High Price No Guarantee of Service

In my hand, I have two small pieces of cast-iron. These were taken from piston rings which had been in service. The first ring failed after a life of only 100 miles, due to rapid wear; whereas, the second ring gave excellent results for 16,000 miles, and was in good condition when finally removed for examination and study of its properties.

The natural inference would be that the first ring was made from cheaper material which did not have the necessary resistance and could not stand the wear, and that the second was a more expensive grade of iron which consequently gave better service. This, however, was far from being the case, for the first ring was made up by a foundry from high grade number one pig-iron, for which a special price was paid; and, curiously enough, the ring which was a complete failure as to practical value cost 25 per cent. more than the second ring which gave excellent service. A result of this kind could have been predicted by previous test of the materials without any service trial, and it would have been found that the properties of the more expensive metal were not adapted to the conditions of service. The iron was too soft for the purpose, and it did not have the fine-grained texture necessary for good wear. By means of this simple preliminary test, not only would the replacement of the piston rings have been unnecessary, but in addition the cost of repairs and the keeping of a locomotive out of service would have been avoided.

It may be thought that an instance of this kind is exceptional, but such is not by any means the case, and it was learned years ago not to base expectation of service merely upon first cost of material.

Defective Foundry Practice

A somewhat similar condition is seen in two samples of brass which we have before us. Both are of about the same chemical composition; but the one is coarse-grained and brittle, whereas, the other is fine-grained and tough, and with over ten times the ductility of the first. The cost of production was about the same in each case; but the practical value of the one was ruined by incorrect foundry practice. The difference in quality is readily determined by a simple tensile test. The granular condition of the defective sample is clearly shown in the photomicrograph which we have before us.

In another instance, we have a piece of bronze taken from a defective valve. In this the composition was all right, but the value for service was all wrong; and, its defective condition is disclosed by the appearance of a photomicrograph. The valve would not stand the required hydraulic test pressure but leaked and had to be removed from service. The composition was within the usual limits and did not indicate the cause of failure, but examination of the metal under the microscope showed that the bronze was porous and spongy. This condition was brought to the attention of the foundry and methods were introduced to remedy the defects. An instance of this kind makes one realize that it is frequently impossible to estimate the quality from the general appearance of the material.

Dyes, Test for Tinting Power

In paper mills and in textile work, large quantities of dyes are consumed, and the money value of these supplies is considerable. In many cases the true tinting power of the dye is not indicated by the general appearance; and, if the buyer is to accept off-hand a statement that the material is fully up to the standard quality and can be obtained at a lower price than that usually paid, he not only invites trouble, but he is apt to get it in plentiful supply. The seller in such a case may be acting in perfect good faith, but he may not have been fully informed as to the quality. It is quite conceivable, too, that even the producer may himself be ignorant of the real properties of his material.

As an example, we have before us six samples of paper, specially prepared to show the relative tinting power of six purple dyes. The general appearance and shade of each sample of dye seemed to be very similar to that of the standard; but there was considerable difference in price, and the question arose as to whether it would be safe to make the purchase upon the basis of price. In this case, the buyer decided to take no chances, and submitted the six samples for comparative test. The result before us tells its own story, and shows not only that there is a wide difference in tinting strength, but that some of the samples are not at all of the desired shade. Some are purple, while others are blue of different shades; and some of them are very light and weak in tinting strength. Sample No. 1 was given as the standard, and it was claimed by the vendors that each of the others was fully equal to it.

Pigments, Tests for Strength

This same variation in coloring strength is often found in pigments prepared as paints for tinting purposes, and the painter is sometimes astonished to find that ten times the amount of pig-

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*Address delivered before the Purchasing Agents Association of Montreal and District, Feb. 15, 1921. Mr. Job, besides being vice-president of the Milton-Hersey Co., Ltd., is chemist for the Lehigh Valley Railroad, Canadian National Railways, and Grand Trunk Railway, and assistant chemist, Canadian Pacific Railway.

ment ordinarily required is necessary to bring his mixture to the standard shade. A condition of this kind not only results in loss of material, but it may completely upset the batch formula and require additional time and expense in correcting the defects. In such cases, guess-work is a poor basis for economy.

Coal, Test of Quality

Let us now consider briefly the important subject of purchase of coal. What are some of the essentials, and how can one hope to secure a reasonably satisfactory supply? Some large consumers purchase directly under carefully drawn specifications, combined with sampling and test of each consignment. Others obtain from the dealers a statement as to what analysis and fuel value will be guaranteed; and, upon receipt of each lot, the quality is carefully determined by analysis. If below the standard quality, the shipment may be rejected, or it may be used at a suitable reduction from the price quoted. Still others purchase upon standard samples submitted by the dealers, testing the shipments carefully upon receipt. Each method has advantages and disadvantages which we will not now attempt to discuss, but obviously any one of these plans, or, in fact, any plan which gives the buyer a definite insight into the quality furnished, has an immense advantage over a happy-go-lucky, lack-of-method, accepting and paying full price for whatever is delivered.

During recent years, conditions at the mines have, to say the least, been difficult. Short hours have been demanded by the miners; and rock and slate are heavier than coal, and the miner is paid upon a tonnage basis, unremitting watchfulness is consequently required at the mines by the operator, and later by the consumer, to keep these impurities at a minimum. A recent lot showed the presence of 48 per cent. ash. The engine using it had "died upon the road." Little wonder!

Unfortunately, too, for the consumer the loss in fuel value does not vary in direct proportion as the percentage of ash increases; for, with the larger percentages, not only is the amount of water evaporated less in proportion, after allowing for the increased percentage of ash, but, in addition, the boiler costs are increased, while considerably more coal—much beyond the mere increased percentage of ash—is needed to perform an equal amount of work.

The coal pile, to-day, is an important item in operating costs, and surprising economies are a natural result of careful supervision of its quality.

Oil Tests

Oils and lubricants are apt to be a source of perplexity to the buyer who has to do with machinery. Not many years ago, and even in some places to-day a large number of oils were used in the average shop and were thought essential to satisfactory performance. Little by little this condition has changed, and at present all of the requirements of a large machine shop can be met with a surprisingly small number of oils and greases purchased and tested under specifications or on the basis of samples. As a result, the number of lubricants which must be carried in stock can be largely decreased, and by means of competitive bids the prices can be kept at a minimum. It is a simple matter, also, if one wishes to reduce costs still further, to prepare at the shops different compounded oils, such as cylinder, or engine, or signal oil, purchasing the ingredients, such as tallow, wool grease, or lard oil, under standard specifications. The labor cost of such work is very small, and excellent quality can be obtained.

Concrete Mixtures

The importance of the systematic testing of cement is so well understood that only a reference to it is necessary. Few engineers or architects would think of erecting work of any importance without thorough inspection and test of the cement; and, in this way, cement which is too fresh or "green" is detected and kept out of the work. We have before us two neat cement pats, one of which stood the hot water test perfectly, whereas the other was a failure, in the one case the cement is strong and hard, while in the other it is weak and crumbly.

In concrete construction, cement is only one of the elements requiring careful testing; for the conditions, quality, and proportioning of the other aggregates is vital to the successful performance of the concrete. For example, the presence of clay in the sand frequently results in weakness and retards the time of setting, while a small percentage of mica in the sand sometimes ruins the performance of the structure. Building operations and constructions even at best are apt to be slow, and the course of the work is sometimes seriously delayed by the failure of the concrete to harden in the usual time, rendering it necessary to keep the forms in position sometimes for a long period. In such cases, the cement itself may be of good normal quality, but the sand or gravel used may have been entirely unsuited to the work or perhaps may have been used in incorrect proportions.

In addition to increasing the density and strength of the concrete, proper grading and proportioning of the aggregates frequently lessens the quantity of cement required, and at times lowers the cost of the mixture decidedly. Tests can be made of sand and stone available for any construction, and the correct proportions can be readily determined by making compression tests of small concrete cylinders. The rule-of-thumb proportioning of concrete rarely secures the greatest strength combined with the lowest possible cost.

Comparatively few buyers take advantage of the savings which can frequently be effected by use of crusher screenings, three-eighths inch size and under, in place of sand. By use of the screenings in proper proportions, in place of sand, a saving per yard of twenty-five per cent. in cost can at times be made with increased strength in the concrete mixture. Such a saving as this, combined with the increased strength, well repays a careful preliminary study, by the engineer, of the materials available, and of the most advantageous proportions to obtain the desired strength. The details of an investigation of this character are given in the *Contract Record* of December 2nd, 1920, to which we refer those who wish to look into the matter further.

Practical Paint Tests

Some reference has been made already as to the importance of tests of pigments; and the educational work of the Paint Committee of the American Society for Testing Materials, and of the Paint Manufacturers Association of the United States, are well known. Large test fences have been erected in different localities, such as Atlantic City, Pittsburgh, North Dakota, etc., and thousands of different panels of wood, steel, and iron, have been exposed, and most careful inspections have been made from year to year. As a result of this work, and that of others, the peculiarities and properties of the different pigments are well understood; and it is not only feasible to-day, but in line with well recognized standard practice, to purchase paints and paint materials which are best adapted to the different conditions of exposure, and, by means of competitive bids upon the standards set by properly drawn specifications, advantage can be taken of market conditions, and the minimum price be paid, maintaining and assuring the desired quality by regular test of each consignment. Some of the paints which offer the most resistance to wear and weathering can be purchased in this manner at a much lower cost than would be paid for pure white lead or zinc oxide paints.

Glue, Valuation of

In our talk to-night, we are passing through a maze of different industries, and it may be hard to centre our attention upon one after another so rapidly; but let us stop for a moment to consider the important group which uses glue and other sizing or adhesive materials.

The character of glue is such that a good estimate of its true value can seldom be obtained by casual examination. As a case in point, we have here two samples on which a simple test as to jellying power has been made. Both samples contain exactly the same percentage of water; but one is stiff and strong, while the other is fluid, almost like water. This striking difference in properties gives some idea as to the re-

(*Concluded on page* 100.)

News and Views of the Association

There will be found each month in this department a record of the various activities of the Canadian Manufacturers Association during the preceding month. The information is supplied to INDUSTRIAL CANADA officially, and all members of the Association are urged to acquire the habit of reading and checking over the contents of the department carefully in order to keep themselves posted on the work of the Association

Meetings of Divisions Now Being Held

FOLLOWING the practice of holding annual meetings of divisions in advance of the annual general meeting of the Association, the five divisions of the Association are now engaged in holding their 1921 gatherings. The Ontario Division met at Hotel Connaught, Hamilton, on April 26th. The Maritime Division met in St. John on April 28th. On April 29th the Prairie Division met in Winnipeg, and on May 4th the British Columbia Division held its annual meeting at the Vancouver Hotel. The annual meeting of the Quebec Division will take place in Montreal on May 12th. Reports of all these meetings of divisions will be published in the June issue of INDUSTRIAL CANADA.

April Meeting Executive Council

EXECUTIVE COUNCIL held its regular monthly meeting for April at head office on the afternoon of April 21st. There was an unusually large and representative attendance of members. Three past presidents, Robert Hobson, Cyrus A. Birge and S. R. Parsons, were present, and J. S. McKinnon, the present head of the Association, occupied the chair.

Mayor Coppley, of Hamilton, was specially welcomed and invited to take a seat beside the president. Special welcomes were also extended to J. J. Coughlan, J. Coughlan & Sons, Vancouver, and W. R. Ingram, Swift Canadian Co., who has recently come to Toronto from Winnipeg.

The following reports were presented: Treasurer's, read by J. E. Walsh; Executive Committee, read by J. T. Stirrett; Transportation Committee, read by W. S. Campbell, chairman of Committee; Tariff, read by J. R. K. Bristol; Legislation, read by C. J. MacFarlane, chairman of committee; Commercial Intelligence, read by L. L. McMurray; Industrial Relations, read by H. Macdonnell, secretary of department; Special Committee on Taxation, read by S. R. Parsons, chairman. There was an immense amount of valuable material in all these reports, covering a wide range of topics.

Members of Council present were: J. S. McKinnon, president, Toronto; J. R. Shaw, vice-president, Woodstock; Thos. Roden, treasurer, Toronto; W. H. Marsh, A. F. Hatch, H. H. Champ, H. J. Waddie, Robert Hobson, R. Harmer, Cyrus A. Birge, Geo. C. Coppley, Geo. H. Douglas, Hamilton; J. J. Coughlan, Vancouver; P. E. Joubert, Montreal; J. H. Baetz, Kitchener; Geo. D. Forbes, Hespeler; T. J. Monypenny, W. S. Campbell, W. R. Ingram, C. J. MacFarlane, Geo. Brigden, R. H. Easson, W. H. Shapley, S. R. Parsons, W. C. Coulter, L. L. McMurray, L. L. Anthes, Ed. J. Freyseng, C. V. Harding, J. F. M. Stewart, R. L. McIntyre, Thos. Roden, Toronto.

Quebec Branch Prepares for Annual

THE regular monthly meeting of the Quebec Branch was held on April 11th, at the Chateau Frontenac. The meeting was largely attended and a lengthy discussion ensued on plans to be worked out for the entertainment of the delegates at the next Annual Convention in June. An entertainment committee was appointed to handle the details of this work. All the members are very anxious to give the visiting delegates a real good time during their stay in the ancient capital.

Three Rivers Branch Discusses Problems

THE Three Rivers Branch held on Tuesday, April 19th, its final meeting of the Association's fiscal year. Some ten members were present. John T. Tebbutt acted as chairman. Several matters of local importance were discussed. An important question was raised dealing with the unnecessary delays of freight deliveries by the C.P.R. at Three Rivers, caused by the insistence of the C.P.R. agents in that city of having consignees sign the bill of lading in person, when, in their opinion, receipt might be given by the carters employed by manufacturers. A resolution was passed and will be forwarded to the manager of the Transportation Department of the C.P.R. for attention.

There will be no annual meeting of the Branch this year, as it was felt that owing to the fact that this body had been but recently organized, it was not necessary to elect a new executive for the coming year.

Edmonton Branch Holds Its Annual

ANNUAL meeting of members of the Edmonton Branch was held in the Macdonald Hotel, April 19th. C. A. Graham, president, Great West Garment Co., was elected chairman, and G. R. Weaver, manager, Capital City Box Co., was elected honorary secretary. At this meeting amendments to the Alberta Factories Act, and the Workmen's Compensation Act, the re-adjustment of western freight rates, and the Railway Association's application for approval of rules of freight classification No. 17 and increased minimum business for agency stations were discussed. Very strong objection was taken to the latter, as it was held that it would retard the development of the country. It was held that the Board of Trade would look after the other freight items.

Nominations for Officers and Committees

NOTICE has been sent to all members advising them that nomination of offi- and committees (except the executive committee) must be received by Head Office not later than May 23. Any active member in good standing is eligible for election to any office or to any committee (except the Executive Committee) and may be nominated therefor by any other active member in good standing. To be valid, a nomination must carry with it the consent of the member nominated.

The officers to be elected are: President, first vice-president, second vice-president, treasurer and auditor. In the case of the Executive Council, elections are held by the divisions, as the representation is on the basis of the number of members. Nominations should therefore be sent to secretaries of divisions in advance of annual meetings of divisions.

The standing committees: Tariff, transportation, legislation, membership, insur-

nce, industrial relations, commercial ntelligence, publishing and educational, equire election of six members each, but t first regular meeting each committee vill add a sufficient number of members o represent the various divisions and ines of industry.

Any member desiring to move an mendment to the by-laws must give wenty days' written notice. Notice of notion, therefore, to be valid, must be eceived by Head Office not later than May 16th, 1921.

The by-laws require that all resolutions for submission to the annual general meeting shall first be considered and reported upon by the Committee on Nominations and Resolutions. Resolutions dealing with provincial matters should be forwarded to the secretary of your division for consideration at the annual meeting of the division. Resolutions dealing with national matters should be forwarded to Head Office not later than May 23rd, 1921.

Annual Meeting of Moose Jaw Branch

ON April 16th the annual meeting of members of the Moose Jaw branch took place at Moose Jaw. H. Gordon Love, manager Dominion Fire Brick & Clay Products Co., Ltd., was re-elected chairman. R. L. Cushing, manager Moose Jaw Millwork Co., was elected honorary secretary, this being the first time this position has been filled.

There was considerable discussion at the meeting with reference to freight rates, classification rules and flag station order, and this will be of assistance to the secretary of the Prairie Division in representing members before the Railway Commission. Mr. Carpenter, who was present, took up with the Branch the desirability of making a move towards securing Government-administered workmen's compensation insurance.

British West Indies Tariff Preference

AT the Executive Council meeting on April 21st the Tariff Committee recommended that the following resolution, which had been unanimously adopted by the Legislature of New Brunswick and would likely be discussed by the Legislature of Nova Scotia, should be endorsed:

"Resolved, that whereas a preferential trade agreement between the British West Indies and Canada is about to be completed by the Federal House;

"And whereas such agreement is of vital interest to the people of the Maritime Provinces;

"Therefore, be it resolved, that this House express itself as being favorable to such preferential tariff being limited as soon as possible only to such importations as come through Canadian ports."

The resolution was accordingly endorsed by Council.

A Medium for Publicity in India

FROM the Department of Trade and Commerce, Ottawa, comes a request that the attention of Canadian Manufacturers should be drawn to a publication called *Taswiri Akhbar* (*Pictorial News*) which is produced for the Government of India by Edward E. Long, Fitzalan House, Arundel St., Strand, W.C. 2. The publication is produced in three Indian languages and in English and is distributed on an extensive scale by the Government of India, as well as being sold on various railway book-stalls. It is financed by a subsidy from the Government of India, but revenue is also obtained from advertisements (which must relate to British goods only).

It is suggested that the *Taswiri Akhbar* should be utilized for the purpose of Canadian publicity in India. Mr. Long says that the present is an extremely favorable opportunity for Canada to acquire an extensive footing in the Indian market with her exports, particularly in the canned goods line. The United States share of this trade in India is considerable. Australia has made rapid strides of late and there is no reason why Canada should not do the same. The purpose of the *Taswiri Akhbar* is to illustrate the potentialities of the Empire as a whole; therefore its policy is to illustrate Canada and its resources, as well as those of the Mother Country and other parts of the Empire.

Sherbrooke Branch Holds Good Meeting

A MEETING of the Sherbrooke Branch was held on April 12th. A luncheon of the members was held at the Magog House preceding the business session, and manufacturers of Sherbrooke and the outlying towns turned out right heartily. Mr. Sangster was in the chair and many matters of importance were discussed.

The members of this Branch propose to have a representative delegation at the annual convention in Quebec next June. The annual meeting of the Branch has been called for Thursday, May 4th.



Toronto Manufacturers' Visit to Brampton

Reading from left to right: O. C. Pease, C.M.A.; R. Hewetson, Hewetson Shoe Co.; T. W. Duggan, Dale Estate; T. M. Kerruish, C.M.A.; G. W. McFarland, Williams Shoe, Ltd.; W. R. Fallis, A. E. Chatterson, Copeland, Chatterson Co.; J. Acton, Acton Publishing Co.; R. L. McIntyre, McGregor & McIntyre; C. Acton, Acton Publishing Co.; J. B. Littlejohn Rapid Electrotype Co.; J. T. Stirrett, C.M.A.; A. M. Irwin, C.M.A., W. H. Alderson, Toronto Board of Trade; E. B. Fletcher, Fletcher Mfg. Co.; W. J. Murray, Chapman Double Ball Bearing Co.; T. F. Monypenny, Imperial Varnish and Color Co.; J. A. Scythes, Nordheimer Piano Co.; H. J. Wallace, J. Coulter Co. of Toronto; R. Johnston, Johnston and Son; Capt. Beaty, Mayor of Brampton.

Annual Meeting of Toronto Branch

Reports Presented Show Much Activity in a Great Many Departments of Work During the Past Year

MEMBERS of Toronto Branch held their annual meeting in the Board of Trade rooms, Toronto, on the evening of April 21. The retiring chairman, T. A. Hollinrake, presided, and in the gathering were a number of out-of-town guests, including J. R. Shaw, chairman Ontario Division; G. H. Douglas, chairman Hamilton Branch, and J. H. Baetz, chairman Kitchener and Waterloo Branch.

Following the dinner, J. E. Walsh, general manager, S. R. Parsons and J. R. Shaw, who had an appointment to interview Premier Drury on Association business during the evening, were called on for a few remarks. Mr. Walsh sketched the progress of the general Association during the year. Mr. Parsons felicitated the chairman on a good year's work and urged that steps should be taken to start in motion the many building projects throughout the country which were being held up by the high cost of building. Vice-President Shaw, in a humorous vein, touched on some of the experiences and results of the recent Ontario tours and invited all present to come to Quebec for the annual meeting.

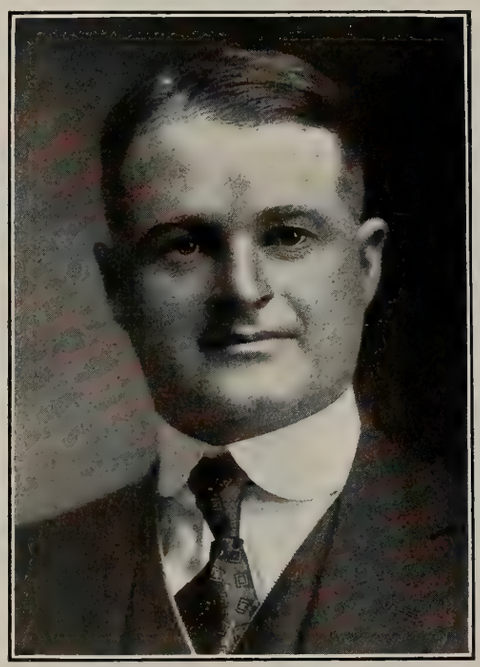
The Secretary's Report

The secretary, Hugh Macdonald, reported that during the year the Executive Committee had held ten ordinary and seven special meetings, and that numerous meetings and conferences were also held with the Ontario Cabinet and various other bodies. The Educational Committee held three meetings and awarded the usual prizes and scholarships to Technical School pupils. One hundred and four applications for membership were received and accepted and 49 resignations were recorded. Total membership is now 974, a net increase of 55. Work of the Bureau of Advice and Information was outlined and other activities of the secretary enumerated.

The report of the Executive Committee was also read by Mr. Macdonald. This gave a list of twenty circulars issued to the membership during the year; explained the work of the Branch in connection with the Tariff Enquiry, the Made-in-Canada Campaign, the Bell Telephone case, National Research Institute, power shortage, Deep Waterways Congress, new customs warehouse, fuel and power, unemployment, housing, Municipal Assessment Act, crowding in street cars, Chambers of Commerce of British Empire, National Association of Manufacturers of United States., street railway and letter carriers' strikes, municipal minimum wage and other subjects.

The report of the Educational Committee was presented by Chairman George Brigden. In 1920 53 scholarships were donated to Central Technical School, bringing the total since 1916 up to 232, valued at $5,800. The usual prizes, amounting to $200, were also donated to students in evening classes. The registered attendance at the school was 10,504. Reference was also made to the Technical Education Act of the Dominion, passed in July, 1919, and the work that had been done under it.

The report of the Exhibition Committee was presented by G. T. Irving, chairman. It gave an interesting review of the work done by the Committee during the year and made special reference to relaying of grounds and new buildings.



R. H. Easson

Otto-Higel Co., Limited

Chairman, 1921-22: Toronto Branch, C.M.A.

The retiring chairman, T. A. Hollinrake, then delivered the annual chairman's address, which formed an admirable review of many of the problems at present affecting the industrial life of the country. Dealing with unemployment, Mr. Hollinrake said: "It is hoped the city and governments will have places for work prepared this summer so that if required the work can be gone on with this winter, if the same conditions of unemployment recur this coming winter. The providing of some kind of employment is much better than handing out relief doles."

Dealing with the proposed turnover tax, Mr. Hollinrake referred to the recent conference of wholesalers, retailers and manufacturers and declared that: "A turnover tax would unquestionably be fairly easy of collection and at the same time productive of revenue. Manufacturer, wholesaler and retailer would all pay. The tax would be added to the price at every stage. It would therefore be an indirect tax paid by the consumer."

The housing problem in Great Britain, the United States and Canada was discussed and limitation of output mentioned. Figures were submitted to show how slowly men now worked. "If these records are correct and if limitation of output has become general, the higher price of materials is not the only reason —though it may be the principal one— why rents have become oppressive and why fewer persons can afford to buy or build homes for themselves. Higher cut and lower output unhappily coincide with a revived demand for building to fill up the pause in construction during the war period. A fall of building costs to reasonable levels would give a powerful stimulus to business generally." Increased production at lower costs was the crying need of the day.

Election of Officers

At the conclusion of these remarks, J. S. McKinnon, president of the general Association, moved a vote of thanks to Mr. Hollinrake and the members of his Executive for the very valuable services rendered during the year.

Results of the election of officers and committees for 1921-22 were then announced. R. H. Easson, Otto Higel Co., was elected chairman by acclamation and Charles Morrison, James Morrison Brass Mfg. Co., Limited, vice-chairman, also by acclamation. The following constitute the Executive Committee: I. D. Bradshaw, Bradshaws, Limited; C. H. Carlisle, Goodyear Tire and Rubber Co., Ltd.; F. S. Corrigan, Sheet Metal Products Co. of Canada, Ltd.; F. M. Ellis, Barber-Ellis, Ltd.; A. H. Gourlay, Gourlay, Winter & Leeming, Ltd.; A. E. King, Dunlop Tire & Rubber Co., Ltd.; W. C. Laidlaw, R. Laidlaw Lumber Co., Ltd.; R. L. McIntyre, McGregor & McIntyre, Ltd.; T. F. Monypenny, Imperial Varnish & Color Co., Ltd.; W. J. Murray, Chapman Double Ball Bearing Co., Ltd.; Frank E. Mutton, International Business Machines, Ltd.; J. Allan Ross, Wm. Wrigley, Jr., Co., Ltd.; Jos. Ruddy, Canada Starch Co., Ltd.; J. A. Scythes, Scythes & Co., Ltd.; W. H. Shapley, Sterling Action & Keys, Ltd.; E. G. Staunton, Stauntons, Ltd.; J. F. M. Stewart, Point Anne Quarries, Ltd.; H. A. Telfer, Telfer Bros., Ltd.; Geo. Valentine, Massey-Harris Co., Ltd.; Melville P. White, Canadian Allis-Chalmers Co., Ltd.

Representation on Executive

The following members will constitute the Toronto Branch representation on the Executive Council of the general Association: Major L. L. Anthes, Anthes Foundry Co., Ltd.; Geo. Brigden, Brigdens, Ltd.; Thos. Findley, Massey-Harris Co., Ltd.; E. J. Freyseng, Freyseng Cork

Co., Ltd.; Sam Harris, Harris Lithographing Co., Ltd.; Victor Harding, Toronto Carpet Mfg. Co., Ltd.; T. A. Hollinrake, A. R. Williams Machinery Co., Ltd.; W. C. Laidlaw, R. Laidlaw Lumber Co., Ltd.; R. L. McIntyre, McGregor & McIntyre, Ltd.; T. F. Monypenny, Imperial Varnish & Color Co., Ltd.; J. P. Murray, Canadian Oil Producing & Refining Co., Ltd.; J. Allan Ross, The Wm. Wrigley, Jr., Co., Ltd.; J. F. M. Stewart, Point Anne Quarries, Ltd.; W. H. Shapley, Sterling Action & Keys, Ltd.; Geo. Watts, Canadian General Electric Co., Ltd.; Chas. Morrison, James Morrison Brass Mfg. Co., Ltd.; A. E. King, Dunlop Tire & Rubber Co., Ltd.; W. S. Morden, K.C., Dominion Match Co.; F. S. Corrigan, Sheet Metal Products Co. of Canada, Ltd.; C. B. Lowndes, Lowndes Co., Ltd.

On Exhibition Board

The following represent the Branch on the board of the Canadian National Exhibition: Geo. Brigden, Brigdens, Ltd.; W. C. Coulter, Booth-Coulter Copper and Brass Co., Ltd.; John Firstbrook, Firstbrook Bros., Ltd.; E. J. Freyseng, Freyseng Cork Co., Ltd.; Sam Harris, Harris Lithographing Co., Ltd.; T. A. Hollinrake, A. R. Williams Machinery Co., Ltd.; Wm. Inglis, John Inglis Co., Ltd.; G. T. Irving, Irving Umbrella Co., Ltd.; J. S. McKinnon, S. F. McKinnon Co., Ltd.; J. P. Murray, Canadian Oil Producing and Refining Co., Ltd.; Thos. Roden, Roden Bros., Ltd.; Frank A. Rolph, Rolph-Clark-Stone, Ltd.

Several resolutions were next submitted to the meeting and adopted. The first, a resolution on fuel, was introduced by R. L. McIntyre. It was resolved that it be endorsed and sent on to the Ontario Division for further action.

"Whereas Canada's dependence for fuel on foreign countries is increasing to the point of being economically a menace;

"And whereas no proper steps have been taken to develop Canada's vast fuel and power resources;

"Therefore, be it resolved that the Dominion Government be petitioned to take immediate steps, in co-operation with the interested provinces, to formulate a comprehensive policy for the speedy development of Canada's coal and other fuel and power resources, with a view to removing the very real menace constituted by the country's position of humiliating dependence on foreign countries."

Scientific and Industrial Research

The next resolution, on scientific and industrial research, was introduced by Thomas Roden:

"Whereas the industrial condition of Canada's present problems calls for careful consideration and adjustment and demands that Canada shall, by all means, develop her abundant resources to the full;

"And whereas the Federal Government now has the service of an Advisory Council for Scientific and Industrial Research;

"Be it therefore resolved that the Toronto Branch of the Canadian Manufacturers Association, in annual meeting assembled, request that the Federal Government direct the Advisory Board to co-operate with our industries to the end:

"(1) That information bureaux be organized to supply information to manufacturers of new processes and technique in their industries.

"(2) That a laboratory be instituted for the solution of industrial problems and the discovery of means for the utilization of substitutes and the avoidance of waste.

"Be it therefore resolved that the Government be urged to enact enabling legislation and to see that such sums of money as may be necessary for the putting of these plans into operation are placed in the estimates, so that definite early action may be possible."

Railway Viaduct

Sam Harris next moved the following resolution in connection with the waterfront viaduct:

"Whereas the completion of the joint railway station and amenities are necessary for the convenience of traffic and the safety of the public;

"And whereas if the viaduct is not built a large part of money expended by such bodies as the Toronto Harbor Commissioners, the city and the Dominion Government, in connection with harbor improvements, will be wasted;

"Therefore, be it resolved that the Toronto Branch of the Canadian Manufacturers Association, in annual meeting assembled, strongly urge the Board of Railway Commissioners to compel the construction of the viaduct without delay as applied for by the city of Toronto."

Future Unemployment

W. H. Shapley stood sponsor for a resolution on unemployment, reading as follows:

"Whereas the Joint Citizens' Unemployment Committee during last winter experienced considerable difficulty in providing work for unemployed citizens, owing to the time necessary to prepare plans and complete other necessary arrangements;

"Therefore, be it resolved that the Toronto Branch of the Canadian Manufacturers Association recommend to the Federal, Provincial and Municipal Governments that in view of a probable recurrence of the unemployment situation next winter, plans should now be prepared, outlining work of a practical kind to meet such unemployment conditions as may arise, and thereby avoid unnecessary expenditure of public funds."

City Debt and Tax Rate

W. C. Coulter moved a resolution dealing with the city debt and tax rate as follows:

"Whereas the accumulated debt of the city has now increased to large proportions, with a correspondingly augmented tax rate;

"Therefore, be it resolved that the Toronto Branch of the Canadian Manufacturers Association urge upon the civic government that permanent prosperity cannot be achieved by the expenditure of borrowed money, and that with a view to regulate and restrict future expenditure, the principle of "pay as you go" should be strictly observed and enforced, so that the heavy taxation of the city may not prove an obstacle to the successful operation of our existing industries, or be a discouragement to the locating of new industries in this district in comparison with other localities."

Annual Meeting, Calgary Branch

CALGARY Branch held its annual meeting on April 18th, with an exceptionally good attendance of members. The Branch has shown much activity during the past four months and is keenly interested in Association work. At this meeting R. J. Hutchings, vice-president Great West Saddlery Co., was elected chairman; C. J. Williams, manager Alberta Box Co., vice-chairman, and H. Kitely, manager Metal Shingle & Siding Co., honorary secretary.

Lightning Rod Manufacture Only Under License

A BILL is now before the Ontario House which provides that no person or corporation shall sell lightning protective apparatus except under a license to be obtained from the Provincial Fire Marshal. Such a license shall not be issued until the Fire Marshal has approved both of the apparatus and the system of installation. The manufacturer or vendor must file with the Fire Marshal a guarantee providing that in the event of damage by lightning to any rodded building, the cost of material, and installation shall be returned to the owner of the building or the damage repaired free of cost. To insure this guarantee being carried out, the manufacturer or vendor must file a bond with the Fire Marshal to the amount of $10,000. A fee of $50 will be required before the issuance of any license and the manufacturer or vendor will also be required to pay a tax of 80c. for every $100 received from the sale of lightning rods and equipment in Ontario. Manufacturers and vendors, as described above, may appoint agents for the sale of such apparatus, but such agents must also hold a license which will be issued upon proper proof of reputation and character, for a fee of $3. The resposibiility for the proper installation of the lightning rods rests with the manufacturer or original licensee.

Report on Russian Trade Prepared by Commercial Intelligence Dept.

AN official copy of the recently signed trade agreement between the British Government and the Russian Soviet Government has been received by the Commercial Intelligence Department from Mr. Harrison Watson, the Chief Canadian Trade Commissioner in London, England.

Previous to receiving a copy of the agreement, British press reports indicated that some of the reasons for having an agreement of any kind should be considered. The British Government was faced with two serious situations in its relationship with Soviet Russia (1) The serious spread of Communistic propaganda in Afghanistan and other border states in India, causing continuous disturbances very difficult and expensive to handle. (2) The pressure exerted on the Government in England by the political side of the labor movement which, while not explicitly favoring the Soviet form of Government, insisted on it being given a thorough try-out in Russia as long as Russia appeared to desire it. This pressure, coupled with the very grave unemployment situation had to be dealt with.

Political Considerations

That the reasons for closing the negotiations resulting in the agreement are chiefly political rather than economic, is partially shown by the following extracts from a *London Times* report of a speech in Parliament a week before the agreement was signed by the president of the Board of Trade, Sir Robert Horne:

"He believed it to be true that they would never get far in trading with a Communistic community. Each individual in such a community, it has been truly said, would only produce what he required to consume and therefore there would be no surplus to export."

"It ought also to be made plain that, even if the agreement went through at once, it was not going to be any immediate remedy to unemployment here." (Great Britain.)

There are a number of important points in the agreement that have not previously been touched on in the summaries of the agreement or in press dispatches relating to it, for instance, the preamble to the agreement states, and the whole tenor of the agreement proper indicates, that the agreement is a necessary preliminary to the conclusion of a formal general peace treaty between the two Governments. More than that, many of the most important questions are left for settlement to the terms of the treaty of peace yet to be concluded. Attached to the trade agreement and signed by the same British and Russian representatives is a Declaration of Recognition of Claims, the first two paragraphs of which read as follows:—

"At the moment of signature of the preceding Trade Agreement both parties declare that all claims of either party or of its nationals against the other party in respect of property or rights or in respect of obligations incurred by the existing or former Governments of either country shall be equitably dealt with in the formal general Peace Treaty referred to in the preamble.

Soviet Recognizes Liability

"In the meantime and without prejudice to the generality of the above stipulation the Russian Soviet Government declares that it recognizes in principle that it is liable to pay compensation to private persons who have supplied goods or services to Russia for which they have not been paid. The detailed mode of discharging this liability shall be regulated by the Treaty referred to in the preamble."

This seems to be a practical admission of responsibility on the part of the Soviet Government for obligations incurred by the Soviet or previous Russian Governments with respect to loans from the British Government or individual British subjects and seems also to involve, on the part of the Soviet Government, the establishment of the rights of private property in Russia held by the British Government or individual British subjects. This would seem to be a violation of Communistic principles, but as it will apply only to British property does not affect the internal Russian situation as regards Russian citizens, except in so far as the respect of British rights and property in Russia may be, by example, influential in causing a change in the internal economic situation.

Protection of Merchandise

Although the trade agreement also provides for the setting up of a system of Government representation in the respective countries to administer the trading operations and thus, to some extent, may make such operations cumbersome and slow, Section II provides that:

"Merchandise the produce or manufacture of one country imported into the other in pursuance of this agreement shall not be subjected therein to compulsory requisition on the part of the Government or of any local authority."

It is possible that this clause will enable a British firm, with the consent of the Government representatives, to enter into trading relations with individual Russian firms, and therefore makes a distinct advance since such transactions if conducted before the agreement were illegal, the Soviet Government having previously retained control of all trading operations.

In spite of these new apparent facilities, it is difficult to conceive in what manner Canada could hope to get large amounts of profitable Russian business by taking action now. On evidence received from Soviet pubications, factory production is very seriously diminished and her ability to pay very limited. Currency conditions are indicated by the fact that expert workmen receive what would be $10,000 per month if the rouble were at par. The unfortunate part of it is that the $10,000 will only buy about 90 lbs. of bread. In these conditions it will certainly be true that gold will only be used most sparingly and only to purchase things that are absolutely essential instruments of production, transportation or, possibly, foodstuffs.

The trade between Great Britain and Russia for the whole of the year, 1920, amounted to £4,000,000 sterling, chiefly done through Reval on long term credit or barter basis. In 1913, Great Britain exported to Russia that value in one item, fish.

The question, too, of whether Canadian producers can participate direct in Russian trade under the British Agreement has not been settled.

Russian Trade Speculative

To sum up, except for a few special industries, owing to hampering conditions, it is practically futile for many Canadian manufacturers to anticipate serious business in Soviet Russia. There will be plenty of time and opportunity to get Russian business when it is on a better basis. At present it is as highly speculative as oil stocks in an unknown field.

There are many more natural markets for Canadian products, namely other parts of the British Empire, Western Europe, United States and South America, where only ordinary business difficulties need to be overcome. The British Exports Credit plan offers an opportunity to Canadian manufacturers who want to play a more risky game in the distressed countries of Eastern Europe and Asia Minor.

Activities of the Quebec Division

ANNUAL dinner of Quebec Division and Montreal Branch will be held as a joint affair. The annual business meeting of the Branch will be held at 4 p.m. on the afternoon of Thursday, May 12th, and the annual business meeting of the Division will be held at 5 o'clock on the afternoon of the same day.

At the joint annual dinner it is hoped that Hon. L. A. Taschereau, Premier of

the Province of Quebec, will be the principal speaker. At any rate he has been approached with the request that he address the dinner. It is possible that one of the Federal Cabinet Ministers may be present and address the gathering.

The new Sign Manufacturers' Section, formed a few weeks ago, is in a most flourishing condition and meets on an average of once a week. The Fine Shirt Section met in Montreal on April 19th, and was well attended. The Wooden Box Section held a three-hour session on the 11th, and the Pure Food Section met on the 18th to discuss the provisions of the Food and Drug Act. The Leather Belting Section held its meeting on the 8th, and the Membership and Reception Committee met on the 21st and concluded its details for the annual divisional dinner. Biscuit and Candy Section met on April 14th, while the Montreal Branch followed with its monthly meeting on the 15th at a luncheon in the Old Colony Club. The Photo Engravers met on the 7th and 21st, and several meetings of the Graphic Arts Section have been held throughout the month.

A joint meeting of the Montreal Branch and the Quebec Division will be held here early in May to make final arrangements for their joint annual dinner and to get together on preparations for the Annual Convention.

—R. W. Gould.

Toronto and Hamilton Purchasing Agents Meet

THE National Executive Committee of the National Association of Purchasing Agents were the guests of the Hamilton and Toronto Purchasing Agents' Associations at a joint meeting and dinner held in the club rooms of the Toronto Board of Trade on April 16th. It had been decided some time ago that the National Executive Committee of the Association should hold meetings at different branches, and the enthusiasm which marked the Toronto meeting proved that this plan for keeping the branches in close touch with the central organization was successful.

W. F. Dodd, Canadian Kodak Company, Limited, president of the Toronto Association, was chairman at the dinner. The first speaker, W. L. Chandler, national president, dealt with the work of the Association with particular reference to the standardized coal contract recently adopted, and the progress being made by other committees on standardization. W. H. Alderson welcomed the Association on behalf of the Toronto Board of Trade of which he is president, and T. P. Webster, Dominion Textile Company, Limited, Montreal, second national vice-president, extended the greetings of the Montreal branch.

L. F. Boffey, national secretary, and ex-president Pells, founder of the Association, told of the growth of the N.A.P.A., and the influence it was now able to exert for the good of business in general. Other speakers were: C. A. Ogilvie, Otis-Fensom Elevator Company, Limited, president of the Hamilton branch; A. H. Reinhardt, first vice-president, N.A.P.A.; W. J. Gamble, treasurer, and J. I. Nicholson, Gunns, Limited, founder and past president of the Toronto branch.

A tentative programme for the second annual convention of the Canadian Associations to be held in Toronto on May 14th has been drawn up. One of the main topics to come up at this convention is the question of forming a Canadian Association. Addresses are to be delivered by S. R. Parsons, president, British American Oil Company; D. A. Cameron, Canadian Bank of Commerce, and T. P. Phelan of Robinette, Godfrey, Phelan and Lawson. There will be a general discussion of purchasing problems and an informal banquet will take place in the evening at the King Edward Hotel. All bona fide purchasing agents whether members of any association or not are invited to attend the convention.

United States Tariff Legislation

REPORTING to the Executive Council, the Tariff Committee made the following representations on the subject of United States Tariff Legislation:—

It will be recalled that the emergency tariff legislation, known as the "Fordney" Bill, was passed by the United States House of Representatives and Senate but vetoed by Ex-President Wilson a few days before the termination of his office. The Congress of the United States reassembled in Washington on Monday, April 11th, to consider new tariff and taxation legislation in the following order, according to an announcement of the Chairman of the Ways and Means Committee of the House of Representatives, viz.:—

(1) Emergency customs tariff bill.
(2) Anti-dumping bill.
(3) Customs valuation bill—to provide for the valuation of imports upon the United States value basis.
(4) A permanent customs tariff bill.
(5) A tax revision bill.

The emergency tariff bill is almost identical with the bill which was vetoed by Ex-President Wilson, and it is certain that it will be passed without fundamental changes.

The provisions of the anti-dumping bill follow the main lines of the Canadian anti-dumping law. However, there are some important additional provisions, as follows:—

(1) Under the Canadian law dumping duty must not exceed fifteen per cent. The United States bill provides that the whole difference between the selling price and the value for duty shall be taken into account.

(2) The provision in the United States bill for controlling shipments on consignment appear to provide more efficient protection than the corresponding provision in the Canadian law.

(3) The penalties under the United States bill are very much more drastic.

(4) The United States bill provides that customs appraisers shall not in any case estimate the depreciation in foreign currencies at more than 66⅔ per cent.

The customs valuation bill was intended to provide that imported merchandise shall be valued for duty at the laid down fair market value in the United States; but this proposal has been dropped.

Unofficial, but reliable advice from the United States indicates that the permanent tariff bill will be introduced at an early date—revising the entire United States tariff. Contrary to the usual practice, it is suggested that the permanent tariff bill should become effective on the date it is submitted to Congress, and not on the date when it receives the President's signature. It is intimated that by this procedure the permanent tariff measure will be put into effect at United States custom houses early in May.

In regard to the tax revision bill—the Ways and Means Committee of the House of Representatives of the United States have been holding hearings for some months, and have been considering various suggested forms of taxation. The weight of public opinion seems to favor the abolition of the excess profits tax, a reduction in income surtaxes, and the introduction of the sales tax.

Labor Legislation in N.S. Legislature

THE following bills have been presented at the present session of the Nova Scotia Legislature:

Bill No. 40—"An Act respecting Appointments to Commissions," providing that all Government Commissions shall be composed in part of representatives selected by a referendum vote of organized labor. This bill was lost.

Bill No. 48—"An Act to Amend the Coal Mines' Regulation Act," one of the chief provisions being the compulsory eight-hour day. This bill was also lost.

Bill No. 51—"An Act to Regulate Hours of Labor"—providing for compulsory eight-hour day in all industries except agriculture, fishing, lumbering and mining. This bill has not yet been disposed of. It was brought up as a private bill by one of the Labor members in the Opposition.

Bill No. 52—"An Act to Provide for an Enquiry respecting Unemployment, Old Age Pensions and Health Insurance." This bill has been given the three months' hoist.

All the above bills were presented by Labor members in the Opposition.

Transportation Department

Progress Being Made in Connection With Revision of Present Freight Classification—Action Being Taken to Secure Reduction of Demurrage Charges — Issuance of Conference Rulings

CONSIDERABLE progress has already been made in connection with a revision of the present Classification, which considers proposals outlined in No. 17. Five meetings have been held by the Special Joint Classification Committee, at which the Association has been represented by the Assistant Manager of the Department, and in addition to a complete revision of the rules proposed in No. 17, a number of manufacturing groups have appeared before the Committee and very satisfactory adjustments made in regard to ratings, minimum weights, etc. on their commodities.

Proof copies of the revised rules have been distributed by the Committee to all subscribers to Canadian Freight Classification No. 16, as well as to boards of trade and other commercial bodies. Copy was also submitted to the Board of Railway Commissioners with the request that Rule 10, covering mixed carloads should be set down for consideration by the Board at its various hearings in the West, which are now in progress. This action was taken because the committee felt, owing to the views which have already been expressed, that the question would have to be decided by the Board of Railway Commissioners. The Transportation Committee, C.M.A., is of the opinion that, owing to the views so far expressed in different localities regarding this rule, it is really not a matter that the Association should contend for one way or the other. It is fairly well established that the present rule (Rule 2, Classification 16) is fairly satisfactory to all concerned, but even in this case there are some manufacturers who feel that certain changes should be made.

The Special Joint Classification Committee will possibly resume its sittings in May or June, at which time it will consider any objections which are received to the revised rules. The Transportation Committee is therefore withholding any statement on these rules until the matter has been dealt with further. The Transportation department is in full touch with this situation and is assisting members in the preparation of material for submission to the Special Committee.

Demurrage

The Transportation Committee considered a request from a number of our members that some action be taken by the Association requiring the railway companies and the Canadian Car Demurrage Bureau to show cause to the Board of Railway Commissioners why the present demurrage charges should not now be reduced to the normal basis of $1.00 per car per day. This action is in accordance with the understanding between the carriers and shippers that the present charges were only to meet the emergency due to war conditions and would be changed after that period had passed. The Chief Commissioner, in issuing judgment in regard to the question, carried out that feature of the agreement and stated that he would establish the charges "for the duration of the war." The complaint has been made due to the fact that a number of manufacturers have been compelled to pay the higher rates due to causes entirely beyond their control, and in fact indirectly attributable to railway service.

The Committee has therefore directed that an application be filed with the Board of Railway Commissioners by the Transportation department requesting that the normal rate of $1.00 per car per day should be re-established, and that the onus be placed upon the railway companies and the Canadian Car Demurrage Bureau to show cause why this action should not be taken.

Issuance of Conference Rulings by Board of Railway Commissioners

The desirability of the Board of Railway Commissioners issuing conference rulings similar to those issued by the Interstate Commerce Commission, giving reference to principles established by decisions of the Board of Railway Commissioners, was thought by the Transportation Committee to be a very important matter, and the Department has communicated with the Board of Railway Commissioners with a view to having such rulings published.

Manifest Fee

The railway companies have cancelled their manifest fee of 11c. per shipment, effective on March 14th, 1921. It will be remembered that the Transportation Committee recommended that the Transportation Department should communicate with the Board of Railway Commissioners requesting removal of this charge. While the carriers have voluntarily taken this action, they have done so on account of the fact that the charge was discriminatory in that certain lines had discontinued the practice, and the fact that it had never been established on business passing through border ports west of Fort William. The Canadian carriers, however, in their announcement in regard to this question, have stated that they intend to establish a charge for manifest fees considerably higher than 11c. per shipment, which they claim did not cover the expense of this service. A protest has been entered by the Department with the Board of Railway Commissioners, requesting that no such charge be allowed to take effect before full hearing by the Board of Railway Commissioners.

The question of removing the manifest fee charged by express companies was also considered and the Department directed to correspond with the Express Traffic Association in an endeavor to have the charge removed. The express charge has been in effect for quite a number of years and was established under somewhat different conditions to that by freight. It is therefore necessary to handle it in a different way.

Return of C.O.D. Envelopes

On behalf of the different express companies of Canada, the Express Traffic Association have issued some suggestions for the purpose of expediting the return of C. O. D. envelopes. Interested members should read these suggestions carefully and endeavor to carry them out, as considerable assistance can undoubtedly be given the companies in their effort. The following advice is given:—

"The cause of many complaints about delayed returns has been traced directly to the loss or mutilation of C. O. D. envelopes.

"It is desirable that shipments and C. O. D. envelopes be kept together from the time they leave the shipping room until offered to consignee for delivery.

"Many Express Companies have adopted C. O. D. envelopes with reinforced patch eyelets, which can be attached to practically all shipments sent C. O. D.

"Envelopes should be attached securely before delivering shipments to express companies.

"Because money orders payable to shippers are mailed back in these envelopes, shipper's name and address should be shown plainly thereon, and the envelopes should be so attached as to permit removal without mutilation and without destroying the wrapping or tying of shipments.

"Envelopes should be attached adjacent to, but without covering or obstructing view of address on shipments. Part of address should be the letters 'C. O. D. $.....' and the amount. It is important that the amount of the C. O. D. bill should be shown on the face of the goods.

"To paper packages, strawboard or fibreboard containers, secured by twine, envelopes may be tied by short loop of twine, which may be cut at time of delivery, leaving wrapping intact.

"To paper packages, strawboard or fibreboard containers, secured by adhesive tape, envelope may be secured under two separate pieces of the tape, in form of cross, extending about two inches beyond envelope on each of its four sides. TAPE MUST BE GUMMED TO PACKAGE *ONLY*, BUT NEVER TO ENVELOPE.

"To wooden boxes, if envelopes cannot be tied, they should be tacked, using sufficient number of tacks to secure without mutilation.

"To attach to castings and similar metal shipments, first enclose envelope

in another C. O. D. envelope, then attach outer envelope by wire.

"To attach to shipments moving under ice, first enclose envelope in another C. O. D. envelope, then tack outer envelope to shipment.

"If shipments are of such unusual nature that envelopes cannot be attached, hand them to employee who signs for shipments.

"Except when necessary to protect envelope by enclosing in another envelope, it should always be so attached that employees signing for shipments may readily compare them with receipt and address."

Tariff Department Bulletin

Important Excise Tax Rulings Which Should be Carefully Noted by Manufacturers—Board of Customs Decisions and Departmental Rulings

Board of Customs Decisions

Sulphite Liquor or Muskegon extract, ruled to be dutiable as tanning extract and duty free under item 203.

Parts for tractor and binder hitches ruled to be entitled to entry under item 447 as "complete parts" and dutiable at 17½ per cent. under the general tariff.

Departmental Rulings

Fibro-Tex Webbing, being paper webbing or matting in rolls, when for use in Canadian manufactures, ruled to be dutiable under item 766 at the rate of 25 per cent. under the general tariff.

Pickled Sheep Skins exported to the United States and refused by consignees, allowed free entry as Canadian goods returned.

Excise Tax Rulings

The Department of Customs and Inland Revenue, after consideration of their status, has ruled that purchases for the sole use of the following Dominion and Provincial institutions are exempt from Sales Tax:—

Arsenals—Dominion; Lignite Utilization Board; Dorchester Penitentiary; Kingston Penitentiary; Royal Military College, Kingston; Alberta Telephones Department; Saskatchewan Telephones Department; Manitoba Agricultural College; Manitoba Power Commission; Manitoba Department of Telephones; Ontario Agricultural College, Guelph; Ontario Public Highways Department; Brockville Hospital for the Insane; Cobourg Hospital for the Insane; Hamilton Hospital for the Insane; Kingston Hospital for the Insane; London Hospital for the Insane; Mimico Hospital for the Insane; Orillia Hospital for the Insane; Penetanguishene Hospital for the Insane; Toronto Hospital for the Insane; Woodstock Hospital for Epileptics; Nova Scotia Agricultural College, Truro; Nova Scotia Dairy Branch, Department of Agriculture; Nova Scotia Provincial Highway Board; Nova Scotia Victoria General Hospital, Halifax.

INSOLVENT ESTATES: In the case of merchants or firms going into liquidation, making an assignment for the benefit of their creditors or declaring themselves bankrupt under he Bankruptcy Act, if at the time of doing so there remains unpaid any Sales Tax in respect of purchases made by such merchants or firms, the Department of Customs and Inland Revenue has ruled that such unpaid Sales taxes, being due the Crown, constitute a preferred claim on the insolvent estate and the amounts of such unpaid taxes are to be paid by the liquidator or assignee to the manufacturer or wholesaler from whom the goods were purchased.

CUSTOM WORK: The Department of Customs and Inland Revenue states that it has given renewed consideration to the application of the Sales Tax as respects transactions in which raw material owned by a person or firm is delivered to another concern for the purpose of manufacture, or treatment involving a process of manufacture.

The Department advises that if in cases of this nature, the manufactured product is intended for resale, Sales Tax at the rate of 1 per cent. will be collectable from the owner of the goods on the invoice price charged for such manufacture or treatment.

The following examples may be cited:

Custom sawing of lumber, manufacture of cloth and shirting respectively into articles of clothing, dressing of furs, dyeing or sponging of cloth, machining of castings.

This ruling is held to be effective on and after 11th February, 1921.

CONTRACTORS AND SUB-CONTRACTORS: In cases where a contractor or sub-contractor manufactures materials and uses the same in the erection of a building, the following procedure governs as to the charging of Sales Tax, according to a ruling of the Department of Customs and Inland Revenue.

If the contractor or sub-contractor segregates his manufacturing establishment from his contracting trade then Sales Tax is to be charged and collected on the invoices from the manufacturing to the contracting sections, in which event the contracting section may include the tax paid in the selling price to the owner.

A contractor whose manufacturing and contracting sections are not segregated charges sales tax on goods of his own manufacture when invoicing the owner, and a sub-contractor likewise charges sales tax in respect of goods manufactured by him when invoicing the contractor.

The Made-in-Winnipeg Exhibition to be Held for a Week

WINNIPEG will have a "Made-in-Winnipeg Exhibition," during the week of May 9th. The idea originated with Mayor Parnell, who recently called together the secretaries of various trade organizations in the city and stated that in his opinion some action should be taken with a view to showing the citizens of Winnipeg what goods were made in the city and inducing them to purchase the same with a view to increasing employment.

Mayor Parnell's suggestion received the hearty endorsation of the various organizations, and the following committee was appointed as an executive to put the project over:

Mayor Parnell, Speirs, Parnell Co., City Council; A. E. Parker, Canadian Finance, Kiwanis Club; J. A. Wilson, Radford Wright Co., Rotary Club; W. A. McKay, Codville Company, C.M.A.; L. R. Baker, Burgess Batteries, C.M.A.; W. E. Milner and J. M. Davidson, Board of Trade; Hubert Read, Hubert Read Co., Canadian Credit Men's Association; H. Morton, Sales Managers' Association; E. G. Parker, Royal Crown Soaps, C.M.A.; Alderman J. A. McKerchar, City Council; N. T. McMillan, N. T. McMillan & Co., Board of Trade; R. B. Hunter, Swift Canadian Co., Kiwanis Club; F. E. Biggs, Mason & Risch, Ltd., and F. U. Humphries, Retail Merchants Association.

The committee has held several meetings and arrangements for the Exhibition have been completed. The show will be held in the large auditorium of the Board of Trade Building. An advertising committee has arranged for billboard, store and newspaper advertising and each day advance articles have been appearing in the local newspapers. About $1,600 was appropriated for advertising; $300 in prizes are being given to the retail merchants for the best display of "Made-in-Winnipeg" goods during the week of the Exhibition. Prizes will also be given to attract people to the Exhibition and a slogan has been selected.

There will be no admission charge to the show. This coupled with the prizes and the fact that there has been a good attendance at the two previous shows leads to the belief that there will be an attendance of between 20,000 and 30,000 during the week.

The appeal to buy "Made-in-Winnipeg" goods will not be simply because they are made in Winnipeg, but because they are particularly suited to the needs of Winnipeg people, and because they are equally as good, if not better, value than like articles of outside manufacture.

Provisions of the New Trade Agreement Between France and Canada

These are Now in Force in Respect of Importation Into France and will be Made Effective in Canada as Soon as the Agreement has been Approved by Parliament

A BILL was introduced into the House of Commons on April 5, 1921, entitled, "The French Trade Agreement Act, 1921," to give legislative approval to the agreement entered into at Paris by representatives appointed by His Majesty and by the President of the French Republic. The bill passed its third reading on April 15th. Under the Act the Governor in Council may make such orders and regulations as are deemed necessary to carry out the provisions of the said trade agreement. Any Order in Council or regulation made under the Act shall have effect as if enacted in the Act, but may be varied or revoked by a subsequent order or regulation, and shall be laid before both Houses of Parliament as soon as may be after it is made.

The Canadian products mentioned in Schedule A of the Convention of 1907, all receive the benefit of the minimum French tariff with the exception of the articles mentioned in Schedule I of this arrangement, which articles are subject to the duty mentioned opposite each one.

In addition to the articles mentioned in Schedule A of the Convention of 1907, the products mentioned in Schedule II of this arrangement receive the benefit of the minimum tariff or the percentage of reduction shown opposite each number.

Articles of the Agreement

Pending the conclusion of a new commercial convention, with a view to which negotiations will begin immediately, the French and Canadian Governments have agreed to the following provisions:—

Art. 1.—Canada shall apply to products originating in and coming from France the most favorable tariffs and taxes that are or may be granted by Canada to the products of any third Power, except those of the United Kingdom or of British dominions and possessions.

Art. 2.—Canada shall also accord most-favored-nation treatment as regards exportation, transit, consumption taxes, and other internal duties.

Art. 3.—The French Government agrees to continue for the benefit of Canadian products imported into France, until the conclusion of the new commercial convention, the application of the regime laid down in the Conventions of 1907 and 1909, with the modifications and additions provided for by the following articles:—

Art. 4.—Of the goods enumerated in Schedule A annexed to the Convention of 1907, those specified in Schedule I, attached hereto, shall cease to benefit by the minimum tariff. On importation to France they shall enjoy a percentage rebate of duty as indicated in that list. This percentage shall be based on the difference between the rates of the general and minimum tariffs, and the percentage will remain the same whatever increases or decreases in duties, coefficients, or surtaxes may be made by France in the future.

Art. 5.—In addition to the products enumerated in Schedule A of the Convention of 1907, France shall admit the articles enumerated in Schedule II, attached hereto, to the benefit of the minimum tariff or at a percentage rebate of the duty, as laid down in the schedule. This percentage, as fixed by said schedule, will be based on the difference between the general and minimum tariffs, and will remain the same whatever increases or reductions in duties, coefficients, or surtaxes may be made by France in the future.

Art. 6.—The present arrangement shall remain in force until the conclusion of a new commercial convention, but either of the high contracting parties may denounce it after four months' notice.

In witness thereof, the representatives appointed for the purpose have signed this arrangement.

Done in duplicate, at Paris, the 29th day of January, 1921.

(Signed) A. BRIAND.
AUG. ISAAC.
HARDINGE OF PENHURST.
GEORGE E. FOSTER.

SCHEDULE I.

Canadian Products Which Shall No Longer Benefit by Minimum Tariff.

Tariff Number.	Description of Products.	Percentage.
205	Cast-iron: Foundry-iron and forge-pig for refining, containing less than 25 per cent. of manganese. Ferro-manganese containing more than 25 per cent. of manganese; ferro-silicon containing more than 5 per cent. of silicon: Rich silico-spiegel iron containing at least 30 per cent. of silicon and manganese; chromic iron, containing 10 per cent. of chromium or more; ferro-aluminum, containing 10 per cent. of aluminum or less. Ferro-aluminum, containing more than 10 per cent. of aluminum and less than 20 per cent.	15%
206	Wrought-iron, crude, in blooms, prisms or bars	50%
207	Iron, drawn in bars, angle and T iron, unworked axles and tyres of cast-iron	15%
213	Steel in bars	50%
214	Steel axles and tires of wheels, unworked or forge-steel	50%
216	Steel, in sheets or brown bands, hot-rolled; Steel in sheets or white bands, cold-rolled	50%
484	Gloves	50%
567	Tubes of iron or steel, not welded. Jointings of all kinds. Tubes of iron or steel, bored or not welded	20%
500	Furniture of bent wood, fitted or not	50%
ex 591	Furniture, other than of bent wood: be imported under the General Tariff only).	
ex 592	with moulding, waxed, varnished or other	50%
ex 604	Pianos: Organs, harmoniums, instruments with free metallic reeds with one or more stops. Church organs, complete, and detached parts thereof	50%
ex 605	Accessories and detached parts of the above mentioned musical instruments (Ex. 604)	50%

SCHEDULE II.

Canadian Products Which Will Enjoy the Benefit of the Minimum Tariff or of a Percentage of Reduction.

Number of the Tariff.	Description of Products.	Minimum Tariff.	Percentage.
20 bis	Guts, fresh, dried or salted	M.T.	
ex 26	Feathers, ornamental, prepared or mounted, other bed feathers not prepared, prepared and down not prepared	M.T.	
ex 85	Prunes and apricots, dried	M.T.	
98	Chocolate	M.T.	
ex 110	Fixed oils, pure; linseed oil, other oils	M.T.	
160	Hops	M.T.	
161	Lupuline of hops	M.T.	
174 ter	Pomace	M.T.	
197	Petroleum, schist and other mineral illuminating oils	M.T.	
198	Heavy oils, and residues of petroleum and other mineral oils	M.T.	
0117	Oxides of cobalt, impure residues from the treatment of argentiferous ore containing less than 50 per cent. of cobalt	M.T.	
0118	Other oxides of cobalt (including zaffre and smalt)	M.T.	
0119	Salts of cobalt, hydrated (at least 40 per cent. water)	M.T.	
0120	Other salts of cobalt	M.T.	
0205	Acetate or pyrolignite of lime	M.T.	
ex 298	Varnishes	....	20%
312	Soaps, other than perfumed	M.T.	
325	Glue made from bones, sinews, skins, etc.	....	50%
510	Steam engines, stationary and marine, without boilers; stationary steam pumps; compressors of air and various gas; gas, petroleum, alcohol, hot-air, compressed air, motors and those operated by any other gas mixtures or explosives and all other motors not mentioned	M.T.	

Number of the Tariff.	Description of Products.	Minimum Tariff.	Per-centage.
522	Agricultural machines	M.T.	
525	Machine tools	....	50%
525 quater	Rinsing, corking, capping and bottle filling machines	M.T.	
526 quinquies	Open boilers; gasometers; vessels of non galvanized iron or steel plates; radiators for caloriferes; gas, petroleum and alcohol heaters	....	30%
533	Component parts of machines, of steering and brake-apparatus, and of shafting of wrought or stamped iron or steel, of cast iron or steel, of malleable pig-iron, and component parts of motor-car chassis frames of pressed or welded steel	M.T.	
ex 535	Copper detached pieces for agricultural machines	M.T.	
535 bis	Component parts of machines and of shafting not mentioned of two or more metals, such as iron, steel, pig iron, copper pure or alloyed with all metals mentioned in the preceding items, such as brasses, cocks and accessory apparatus for water, gas and steam	....	50%
539	Stereotype plates, engraved plates and dies for printing on paper, other than wall paper with or without designs	M.T.	
559	Locks	....	40%
559 bis	Padlocks	....	40%
568	Household wares and articles not mentioned.		
	Enamelled, plain, tinned.		
	Enamelled, ornamented without gold, marbled or granited without gold	M.T.	
	Enamelled, ornamented with gold, etc., in sheets, not manufactured		
	Other than the three above mentioned categories	....	30%

SCHEDULE "A" OF THE FORMER CONVENTION.

Following is the text of Schedule "A" of the Conventions of 1907 and 1909, referred to in the new *modus vivendi*:—

[NOTE.—*The letters* (AM) *have been inserted before certain item numbers. These indicate the amendments to the original treaty made under the new agreement.*]

Number of the French Tariff.	Products.	
1	Horses.	To the exclusion of animals in fat condition for butchering.
4	Oxen.	
5	Cows.	
6	Bulls.	
7	Steers, bullocks and heifers.	
Ex 14 *bis*	*Poultry.*	
16	Fresh meat: mutton; pork; beef and other.	
17	Meat salted: pork (ham, bacon, etc.); beef and other.	
17 *bis*	Pork-butcher's produce.	
Ex 18	*Poultry, dead.*	
19	Meat, preserved in tins.	
20	Extracts of meat, in cakes or otherwise.	
30	Animal fat, other than fish oils; tallow; lard; other.	
Ex 34	Eggs of poultry or game.	
35 *bis*	Milk, condensed pure.	
35 *ter*	(*a*) Milk condensed with addition of sugar. (*b*) Milky farina, with addition of sugar.	
36	Cheese.	
Ex 37	Butter, salted.	
38	Honey.	
41	Bone black (animal black).	
45	Fish; fresh; fresh water: of the salmonoid family; other. Fresh sea fish.	
46	Fish, dried, salted or smoked: cod (including klip fish); stockfish; herrings; other.	
47	Fish preserved "au naturel," pickled or otherwise prepared.	
49	Lobsters: fresh; preserved "au naturel" or prepared.	
51	Fish oils.	
52	Spermaceti.	
53	Roe of cod and mackerel.	
68	Wheat, spelt, and meslin: grain; flour.	
69	Oats: grain; meal.	
70	Barley: grain; meal.	
71	Rye: grain; meal.	
72	Maize: grain; meal.	
73	Buckwheat: grain; meal.	

Number of the French Tariff.	Products.
74	Malt.
76	Groats: grits (coarse flour), pearled or cleaned grain.
76 *bis*	Millet, hulled or cleaned.
80	*Pulse:* *beans, decorticated or broken, whole, in clusters or pods;* *bean meal;* *chick peas (pois pointus).* *Other:* *in the grain;* *decorticated;* *in flour.*
83	Potatoes.
Ex 84	Table fruits: fresh: apples and pears; for table use: for cider and perry; peaches.
Ex 85	Table fruits: dried or drained: apples and pears: for table use: for cider and perry; peaches.
86	Table fruits candied or preserved.
89	*Seed grain (including the Jarosse, a kind of pea).*
89 *ter*	Luzern and clover seed.
93	Syrups, bonbons, and candied fruits.
95	Preserves: manufactured with sugar or honey; without sugar or honey.
115 *bis*	Tar.
128	Woods common: logs round, rough, not squared, with or without the bark of any length, and of a circumference at the thickest end of more than 60 centimetres; wood, sawn, or squared, 80 millimetres in thickness and above; wood, squared or sawn, less than 80 millimetres, and exceeding 35 millimetres; wood sawn, 35 millimetres in thickness or less.
129	Paving blocks sawn.
130	Stave wood.
131	Splints.
132	Hoopwood and prepared poles.
133	Perches, poles and staffs, rough, exceeding 1 metre 10 centimetres in length, and of a maximum circumference of 60 centimetres at the thickest end.
135 *bis*	Resinous woods in logs, with or without the bark, of any diameter, of a maximum length of 1 metre 10 centimetres.
136	Charcoal and charred bone.
136 *bis*	Straw, or wool of wood (paille on laine de bois).
158	Vegetables: fresh; salted or pickled; preserved or dried.
164	Fodder.*
165	*Bran from any kind of cereal.*
168	Cellulose pulp (wood-pulp), mechanical or chemical.
174	Spirits.
174 *quater*	Mineral waters (receptacles included).
178 *ter*	Emery on paper or tissues, grindstones and whetstones of emery, or emery in any other form.
185	Cement: slow; quick.
190	*Coal:* *coal or coke,* *cinders of.*
[AM.] 205	Cast iron: foundry iron, and forge-pig, containing less than 25 per cent. of manganese; ferro-manganese, containing more than 25 per cent. of manganese; ferro-silicon, containing more than 5 per cent. of silicon; rich silico-spiegal iron containing at least 30 per cent. of silicon and manganese; chromis iron, containing 10 per cent. or more of chromium; ferro-aluminium, containing 10 per cent. or less of aluminium; ferro-aluminium, containing more than 10 per cent. and less than 20 per cent. of aluminium.
[AM.] 206	Wrought iron crude in blooms, prisms or bars.
[AM.] 207	Iron, drawn in bars, angle and T iron, axles and
210	tires, in the rough. Sheet and plate iron: rolled or hammered, flat, more than 1 millimetre in thickness; thin, and black iron plates, flat, more than 6-10 of a millimetre and up to 1 millimetre in thickness; thin and black iron plates, flat, of 6-10 of a millimetre or less in thickness.
212	Iron or steel wire, whether tinned, coppered, zincked, galvanized or not.
212 *ter*	Rails of iron or steel.
[AM.] 213	Steel in bars.
[AM.] 214	Axles and tires, rough, in steel.
[AM.] 216	Steel: in sheets or bands, brown, hot rolled; in sheets or bands, white, cold, rolled.

* Hay is included in this item.

Number of the French Tariff.	Products.
221	Copper:
	ore;
	pure, or alloyed, with zinc or tin;
	of first fusion, in lumps, bars, pigs or slabs;
	rolled or hammered in bars or plates;
	in wire of all sizes, polished or not, other than gilt or silvered;
	aluminium, bronze, crude, not containing more than 20 per cent. of aluminium;
	gilt, or silvered, in lumps or ingots, hammered, drawn, rolled, or spun on thread or on silk;
	filings and fragments of old manufactures.
222	Lead:
	ores, mattes, and slag of all kinds;
	in crude lumps, pigs, bars, or slabs:
	argentiferous;
	not argentiferous;
	alloyed with antimony in lumps;
	hammered or rolled;
	filings and fragments of old manufactures.
225	Nickel:
	ore;
	produce of first fusion (cast, matte, speiss);
	refined, in ingots or crude lumps;
	pure, hammered, rolled, or drawn;
	alloyed with copper, with or without zinc, in ingots, or crude lumps;
	alloyed with copper, with or without zinc, hammered, rolled or drawn.
227	Antimony.
238 *bis*	Extract of chestnut-wood, and other tannic vegetable saps, liquid or solid.
282	*Chemical products not mentioned.*[1]
315	Compound medicines: distilled waters.
316	Compound medicines not specified.
318	Starch.
324	Isinglass, glue manufactured from tendons of whales, and other similar glues.
361	Incandescent electric lamps.
Ex 363	Yarns of hemp not glazed, pure and raw in skeins up to 5,000 metres of single thread to the kilogramme, for the manufacture of fishing lines and nets, and of cordage.
Ex 363 *bis*	Yarns of hemp not glazed, twisted, unbleached in skeins up to 5,000 metres of single thread to the kilogramme, for the manufacture of fishing lines and nets, and of cordage.
Ex 366 *bis*	Yarns of phormium tenax, abaca, and other vegetable fibres not mentioned, not glazed, pure or mixed; the phormium, abaca, etc., predominating in weight, for self-binding harvesters.
461	Paper or card.
462	Cardboard, rough in sheets, weighing at least 350 grammes per square metre.
462 *bis*	Moulded cardboard, called papier maché.
463	Cardboard, cut, or shaped for boxes
464	Cardboard boxes covered or not with white or colored paper.
464 *bis*	Cylindrical and conical tubes called "bussettes" for spinning and weaving.
464 *ter*	Cardboard goods, ornamented with paintings, reliefs, stuffs, wood, plaited straw and common metals.
Ex 476	Skins and hides prepared, simply tanned, tawed or smoothed, not including goat, kid, sheep and lambskins.
478	Soles, cut out, of beaten and smoothed leather, and heels.
479	Uppers of top boots, boots, shoes, vamps, goloshes (cambered or not) and upper heels of calf, cow, horse, goat, or kid leather and skins.
480	Top boots.
481	Boots for men and women.
482	Shoes.
[AM.] 484	Gloves.
488	Transmission belts, etc., of leather, hose of leather, and other articles of leather or skins for machinery.
490	Trunks of wood or pasteboard, covered with leather.
493	Peltries:
	prepared or in sewn pieces;
	sea lions, and sea otters; seals and bluebacks; grey squirrels and pouches of grey squirrels; hamsters and white rabbits; astrakhan clouded and curled, in skins and "touloupes"; white hares and pouches of white hares; goats, in skins and covers; sheep and mouflons of the Caucasus, in skins and covers.
	not specially mentioned.
494	Peltries made up into articles.
512	Locomotives, and traction engines.
513	Tenders for locomotives.
522	Agricultural machinery (motors not included).
523	Sewing machines.
524	Dynamos.
Ex 525	Typesetting machines known as linotypes.
Ex 525 *bis*	General machinery, transmission gearing, balances, scales, presses, lifting apparatus, apparatus not mentioned driven by mechanical power.
Ex 526 *quater*	Gas buoys in iron or steel plate of over one millimetre in thickness, not galvanized or tinned.
531	Springs of wrought steel, for carriages, railway carriages, and locomotives, not polished.

[1] Calcium carbide is included under this number.

Number of the French Tariff.	Products.
536	Dynamo-conductors.
536 *bis*	Arc lamps known as regulators.
537	Tools: with or without handles.
541	Wire gauze, of iron or steel.
542	Wire gauze, or copper or brass:
	ordinary;
	for paper machines.
552	Railway chairs, plates or other castings from the open mould.
554	Iron castings for machinery or for ornaments.
557	Rough articles of malleable cast iron, of wrought iron and of cast steel.
558 *ter*	Ironwork for carriages, and especially such as enters into the construction of railway rolling stock.
565	Wire nails of iron, or steel, machine made, whether tinned, coppered, zincked or coal-tarred or not.
[AM.] 567	Tubes of iron or steel, not welded;
	tubes of iron or steel, welded;
	jointings of all kinds;
	tubes of iron or steel, stamped or without welding.
576	Lead pipes, and all other manufactures of lead.
576 *bis*	Electric accumulators.
579	Articles of nickel, alloyed with copper or zinc (German silver) or of nickeled metals.
[AM.] 590	Furniture of bent wood, fitted or not.
[AM.] 591	Furniture, other than of bent wood.
	chairs:
	neither carved, inlaid, ornamented with copper, gilt, nor lacquered;
	of common wood;
	of cabinetmakers' wood;
	carved, inlaid, ornamented with copper, gilt or lacquered, of any kind of wood.
[AM.] 592	Furniture, other than of bent wood, other than chairs, veneered with any kind of wood.
[AM.] 592 *bis*	Furniture, other than of bent wood, other than chairs, massive;
	of common wood;
	of cabinetmakers' wood.
593	Furniture, upholstered in any manner.
597	Builders' and cartwrights' wood, shaped:
	hard wood;
	soft wood.
600	Wood, planed, grooved and (or) tongued, planks, strips or veneers for parquetry, planed, grooved, and (or) tongued.
	of oak or other hard wood;
	of fir or other soft wood.
601	Doors, windows, wainscoting and other carpenter's work, fitted together or not:
	of hard wood;
	of soft wood.
602	Small wooden wares:
	boxes of white wood, wood shaped for brushes, and small handles for tools, less than 10 centimetres in length;
	bobbins for spinning and weaving, tubes, skewers, biots, spindles, busettes:
	not exceeding 10 centimetres in length;
	exceeding 10 centimetres in length.
	small reels of common wood for sewing thread, neither varnished nor stained.
	other articles:
	not varnished;
	varnished.
602 *bis*	Wood turners' wares.
602 *ter*	Wood turners' wares, varnished.
603	Wood squared for shuttles less than 500 grammes in weight.
603 *bis*	Shuttles for any kind of weaving, finished or not.
603 *quater*	Other articles of wood.
[AM.] Ex 604	Pianos.
	Organs, harmoniums, instruments with free metallic reeds, with one or several stops
	Church organs, complete, and detached parts thereof.
[AM.] Ex 605	Accessories, and detached parts of musical instruments above mentioned (Ex. 604).
Ex 614	Carriages (not for rail uses):
	carriages properly so called;
	carts for trade, agricultural purposes, and transport;
	tramway cars;
	bodies, or parts of bodies for tramway cars.
Ex 615	Seagoing ships of wood.
Ex 616	Hulls of seagoing ships of wood.
Ex 617	River boats of any size, of wood.
620	Manufacturers of India-rubber and gutta-percha.
620 *bis*	Articles of asbestos, spun, felted, woven, or moulded, with or without admixture of textile, or mineral substances.
620 *ter*	Mica in sheets or flakes, articles in mica, "micanite" and agglomerates of mica, mica paper and tissues.
Ex 646	Typewriters, without nickeled parts.

NOTE 1.—Articles in italics are those appearing only in the general tariff, or on which the duties are identically the same in both tariffs.

NOTE 2.—The numbers of the tariff items have reference in the present French tariff.

NOTE 3.—The term "ex" in the case of the number of an item means a part of the item to which the number refers.

Aims of Canadian Export Club

A GREAT many Canadian exporters have been thinking seriously about the formation of an organization that would enable them to exchange ideas and information that would be beneficial in improving export trade conditions. There is without question a great fund of general and specific information about export trade stored up in the minds of the men conducting the export business of the various companies in Canada. A great deal of this information could be very readily exchanged among the various members without in any way injuring the interests of the individual companies concerned. That this is true is shown by the fact that such companies as the Wm. Davies Co., the Massey-Harris Company, Gutta Percha & Rubber, Limited, and other very large exporters, who are so well informed that they will be giving very much more than they will receive, are very deeply interested in associating themselves with the Export Club. In addition to this interchange of small points of information about documents, banking facilities, trading customs in various countries, etc., there are many other subjects of a general character that can be very freely discussed with much benefit to the members and to the development of Canadian export trade. Such as:—

Ascertaining the principles of good export policy,

(1) For a company producing other manufacturers raw materials;
(2) For semi-finished goods;
(3) For completely manufactured products ready for sale to the ultimate consumers.

Better means of obtaining credit information on export customers.

The bearing of foreign exchange on Canadian export trade.

The comparative merits of manufacturers' agents and big export houses as foreign representatives.

Working out of suitable forms of export agency contracts.

Discussion on the functions of forwarding agents.

Good methods of handling cancellations, suspensions and refusals.

Factors governing the extension or curtailment of credits.

Many other questions of vital interest will doubtless readily come up and unquestionably everyone, no matter how able or experienced, would gain much from a capable summary on any of these questions by one or two speakers followed by an open discussion and informal question and answer.

In order to set such work properly on its feet and to make the information acquired available to all members of the Canadian Manufacturers Association who are interested in export trade and to establish a proper relationship between the Export Club and the Canadian Manufacturers, it seems essential to have the Club organized on a national basis. Such a Club can be operated on exactly the same basis as one of the committees of the Association, and since active and associate membership is confined entirely to members of the Canadian Manufacturers Association there is exactly the same grounds for close relationship. It is also proposed that any member of the C.M.A. interested in export trade automatically becomes a member of the Canadian Export Club.

Owing to geographical difficulties it would not be possible for members of the C.M.A. and of the Export Club to meet frequently in one place. It may, therefore, be necessary for the practical working of the plan to have local clubs in operation at various points throughout the country where the C.M.A. has branch organizations and elsewhere. It is proposed that membership in the Canadian Export Club will carry with it membership in a local club and it will be the duty of the local clubs to furnish a record of the proceedings of their meetings to the secretary of the Canadian Export Club, who, on the advice of the Executive Committee, will circulate any good ideas worked out by a local club among all the other local clubs.

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FIRE, MARINE AND CASUALTY UNDERWRITERS AND BROKERS

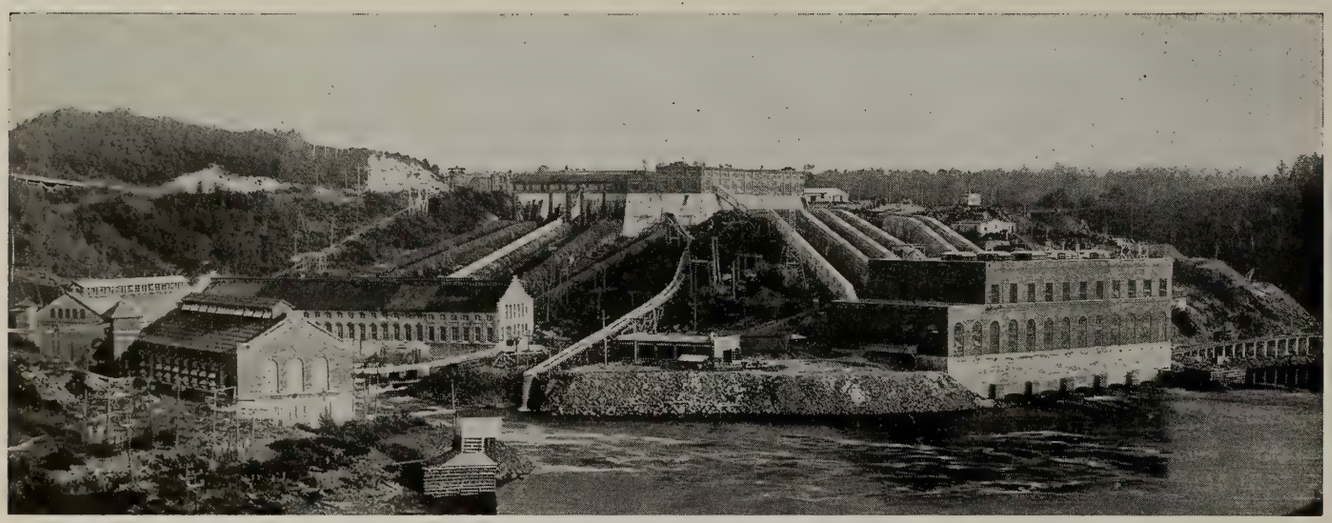
Ontario Office—404 Royal Bank Building, Toronto. Arthur Tucker, Manager.

HEAD OFFICE—CORISTINE BUILDING, MONTREAL

Other Branches—Vancouver, Halifax, St. John's, Nfld. Associate Office—Dale & Oliver, Limited, Union Bank Bldg., Quebec

CORRESPONDENTS—
London New York Paris

The Shawinigan Water and Power Company Its Power Developments and Industries



Power Development at Shawinigan Falls

The Province of Quebec has been, in many ways from its early history, the centre of various kinds of activities which, as the years roll by, will be of historic importance to Canada as a whole, whether they be of a romantic, industrial or strictly commercial nature.

Among the latter kinds of activities, the rapid development of the hydraulic forces within the last few years is probably the most remarkable of them all and has undoubtedly been largely responsible for the great progress of the Province. While some twenty-five years ago practically all of the falls and cataracts along the many rivers were still in their natural state, to-day dozens of them have been harnessed, and the energy thus obtained is distributed over large areas supplying power to hundreds of industries, which, in turn, give work to thousands of people.

Indeed, the country which possesses and develops the cheapest mechanical power has a decided advantage over other countries in a material sense and must ultimately attain the highest goal as regards production and commerce, as other natural resources, without mechanical power behind them can never be developed to their full extent and usefulness.

There is no doubt after the present days of re-equilibrium and readjustments are over, we shall realize more than we ever did before that upon the two words "Mechanical Power" will pivot, to a considerable extent, the future progress and welfare of the world.

The two main sources of power are coal and falling water.

Where conditions are favorable, power derived from the use of coal will for a long time supply the greater part of our requirements, but the cost of its production is steadily mounting, and every horse-power developed helps to deplete the available coal reserve.

The other main source of power—waterfalls—is destined by its inexhaustible life to form the basis upon which future progress and prosperity must be built.

It is obvious that when both these sources of power supply are available, the most economical in respect to cost of production and utilization will have precedence, and right here it is pertinent to add that to this problem of a selection of source of power must be applied sound judgment, for the proper solution is not to be found in the adoption of either form of development, except as determined by cost of plant and cost of operation. Generally speaking, steam plants involve a lower capital expenditure and a higher operating cost. It is therefore necessary that the water-power plant be built at a low enough cost to conserve for it the advantage of low cost of operation. In other words, if the cost of a water-power plant is such that the fixed charge on its capital expenditure plus operating expenses, amount to the cost of the steam power, the development of the water-power plant is not justified. It is for this very reason that many water-power developments have NOT been a financial success.

Per contra, if the natural advantages are such as to allow of the development of a water-power at a proper expense, it has the distinct advantage of having all its primary elements of cost of production FIXED and is, therefore, NOT subject, as steam plants are, to violent fluctuations in cost of production by reason of variations in coal prices and labor charges.

The Shawinigan Water and Power Company is in the happy position of owning such water-powers with indisputable rights on the St. Maurice River at Shawinigan Falls and the Gres Falls and, further, controls the power from the development at Grand' Mere, owned by the Laurentide Power Company.

At present the combined generating capacity of this development is 330,000 h.p. With the flow of the St. Maurice River regulated by the great storage basin at the Gouin Dam, the generating capacity of these two plants will be about 480,000 h.p. and a further development at Gres Falls will raise this to over 600,000 h.p.

These three power plants, located within eighteen miles of each other on the St. Maurice River, controlled and operated by one company, form a very strong power centre.

The starting point of the hydro-electric power development of the Shawinigan Company in the St. Maurice district was Shawinigan Falls, one hundred and fifty feet high and capable of developing 250,000 h.p. These falls, due to their peculiar formation, furnish a most remarkable natural water-power development, and thus the Pioneers of Shawinigan were able to produce a power plant which, because of the low price at which it could profitably sell power, was destined to successfully compete in the power markets of the world.

The Shawinigan Company has acquired from the Quebec Government some 1,100 acres of real estate surrounding Shawinigan Falls, carrying with it the ownership and control of the water-power there existing.

The power development at Shawinigan has taken place within the last twenty years, starting in 1901 by furnishing hydraulic power to two local industries, the Northern Aluminum Company and the Belgo-Canadian Pulp and Paper Company.

The first electric installation, made in 1902, consisted of two 5,000 h.p. water-wheels and generators. Step by step the plant was enlarged to utilize the capacity of the hydraulic works until in 1910 the installation of No. 1 station reached the amount of 58,500 h.p.

Owing to the demand for power, the year 1910 saw the company reaching a point where the maximum output of No. 1 installation was utilized. It was deemed wise not to attempt to increase the capacity of the first power-house but to augment the available supply of hydro-electric power by the carrying out of an entirely new development which would express the latest ideas in construction and operation.

Plans were made for a separate and distinct power plant, which, however, would generate 60-cycle power, as this was deemed the more satisfactory for the fulfilment of the new power contracts of the company.

The original power development No. 1 included the canal, one hundred feet wide, a bulkhead with six penstocks, and the No. 1 power-house.

The second epoch in power development was marked by the erection of the new power-house, 100,000 h.p. output, and the new high-tension 100,000-volt transmission lines to Montreal.

The No. 2 development uses the canal, which was enlarged at the end to form a larger forebay, and a new bulkhead constructed at an angle of about thirty degrees with the old bulkhead adjoining it. The bulkhead is built entirely of reinforced concrete and steel, and provision was made for five main penstocks and one four-foot penstock for the turbine-driven exciters. The width of the bulkhead at the bottom is sixty feet; the height from the rock to the operating floor is forty feet, and the length of the structure two hundred and twenty-five feet.

The power-house is built entirely of reinforced concrete, brick and steel. The walls inside are faced with pressed buff brick and up from the floor, about ten feet, with glazed enameled brick. The floor is tiled with English red quarry tiles, and conform with the general interior finish of the power-house. The width of the building is one hundred and fifteen feet, its length three hundred feet and the height from the bottom of the foundation to the roof is one hundred and twelve feet.

There are now installed five direct connected generating units, each complete with its double runner, horizontal turbine, developing 20,000 h.p. at the normal operating head of one hundred and fifty feet with a speed of 225 r.p.m. A new unit of 40,000 h.p. vertical type, 138 r.p.m., is now being installed, for which the power-house is also being enlarged as well as the canal intake, bulkhead and gatehouse. This new extension is to be finished in 1922.

Shawinigan Station No. 2 is operated at a very high over-all efficiency, about 85 per cent. of the total power it is possible to obtain from the water being sent out from the generating station as high-tension power, ready for transmission.

The full capacity of this new station was absorbed within about four years after it was built, and arrangements were made with the Laurentide Power Company at Grand' Mere to take over all their surplus power.

The Grand' Mere Falls were harnessed a great many years ago to supply power to a small pulp mill, which later, owned by the Laurentide Company, expanded into the manufacture of paper, and gradually grew to be an industry of very large proportions. In 1913 this company, owning the falls, decided to develop them to their fullest extent, and completed in 1915 a power development and dam, whereby the falls were raised to a height of 85 feet, which makes it possible to obtain at this point about 60 per cent. of the power that can be developed at Shawinigan Falls.

It had been felt that the flow conditions of the St. Maurice River, and therefore the supply of power, should be augmented and improved, by means of storing water during the time of high floods, and using it during the low-water periods. With this point in view, the great Gouin Dam was built by the Quebec Government.

This dam, at the head waters of the St. Maurice River, nearly two hundred miles north of Shawinigan Falls, is 1,800 feet long, 70 feet high, and forms a lake 360 square miles in area impounding many times as much water as the great Assouan Dam in Egypt. When full, this reservoir contains enough water to generate one billion kilowatt hours in the power plants at Grand' Mere, Shawinigan Falls and Gres Falls, which amount of electricity is practically equivalent to the gross output of the Shawinigan Company in the year 1915. It will thus be seen that a very large addition to the power which can be developed at the low water stages of the river, is obtained by means of this dam.

Three regulating dams have also been constructed on the Manouan River, a large tributary of the St. Maurice. This tributary enters the main river about one hundred and twenty miles above Shawinigan Falls.

These dams impound about six hundred square mile feet of water, which is sufficient to generate ninety million kilowatt hours when utilized in the power plants of the company at Shawinigan Falls, Grand' Mere and Gres Falls.

Summary of Power Developments.

Summarizing the installed capacity in electric generating equipment owned or controlled by the Shawinigan Company:

	Horse-Power.
Shawinigan Plant No. 1	58,500
Shawinigan Plant No. 2	140,000
Laurentide (160,000 h.p. installed)	122,500
St. Narcisse	1,200
Steam Plant of Quebec City, Public Service Corp.	4,000
Total electric capacity	326,200

Total Development, Present and Future.

Summarizing the power situation, we find:

	Horse-Power.
Electrical equipment now installed	326,200
Hydraulic power supplied	50,000
Power used by Laurentide Company	37,500
Future provision at Laurentide	20,000
Future additional development at Shawinigan	60,000
Future development at Gres Falls	150,000
Giving a total of	643,700

of which 413,700 horse-power is now installed, or being installed, as hydraulic or electric power, leaving 230,000 horse-power for future development.

While the development of Shawinigan power has brought about the growth of a large industrial centre at Shawinigan Falls, a great portion of the power there developed is now transmitted throughout the Province of Quebec. It has been the policy of the Shawinigan Water and Power Company to sell power wholesale to Distributing Companies, either subsidiaries of the Shawinigan Company or Companies in which it is interested. The following electric distributing Companies are owned or controlled by the Shawinigan Water and Power Company:

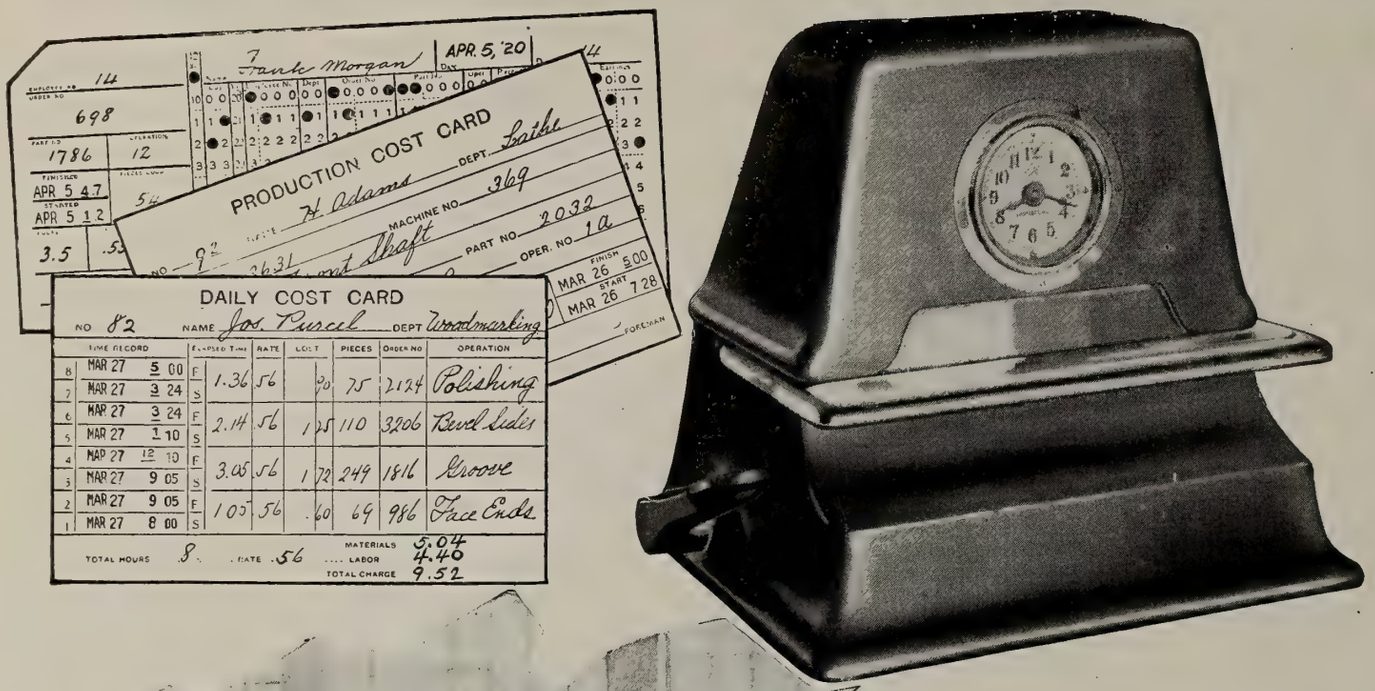
North Shore Power Company.
Electric Service Corporation.
Laval Electric Company.
Continental Heat and Light Company.
Public Service Corporation of Quebec.

The following companies are independent distributing companies to which power is sold under power contracts:

Montreal Light, Heat and Power, Consolidated.
Southern Canada Power Company.
Sorel Electric Company.
Arthabaska Water and Power Company.
Plessisville Electric Company.
Thetford Mines Electric Company.
Yamachiche Electric Company.
Louiseville Electric Company.
Corporations of Bernierville, Danville, East Broughton and Terrebonne.

Through these various companies the Shawinigan Company supplies electric light and power to 114 cities and towns, of a total population of 1,500,000, distributed over an area of 20,000 square miles.

(To be continued)





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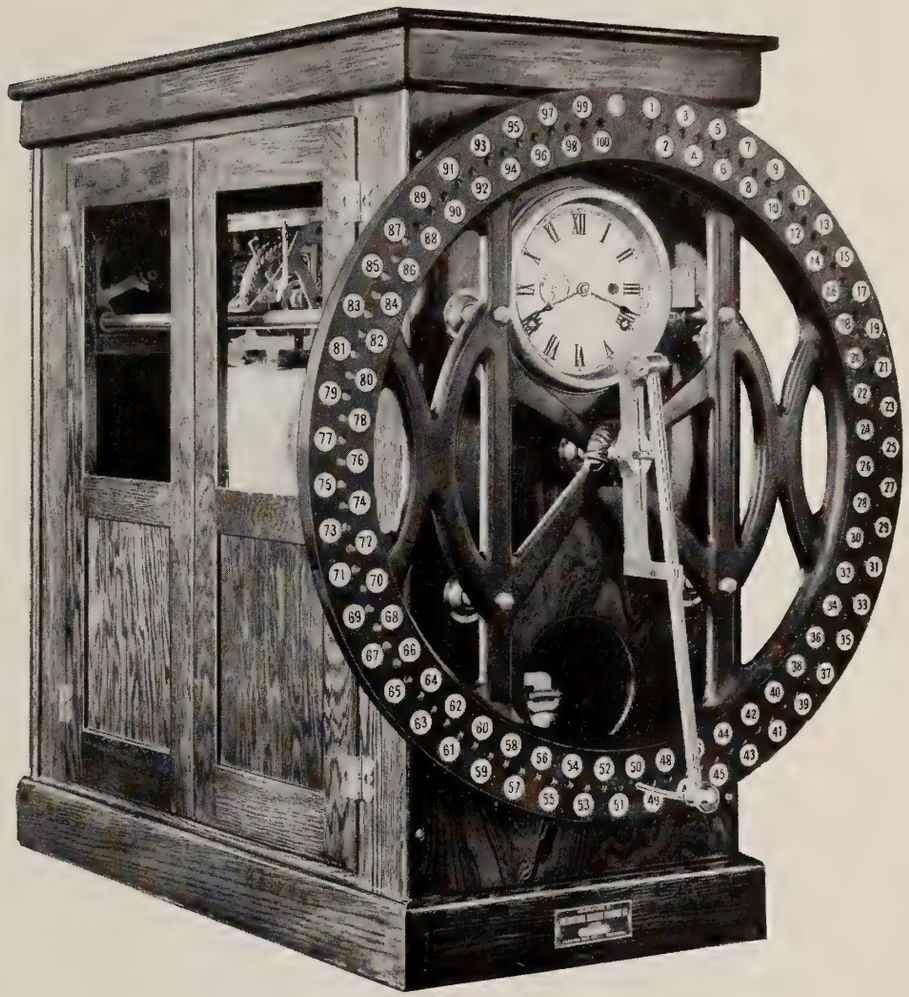
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Main Committee Canadian Engineering Standards Association Meets

A MEETING of the Main Committee of the Canadian Engineering Standards Association was held at Ottawa on April 4th, Sir John Kennedy in the chair, and the following were some of the more important matters dealt with:

Sir John Kennedy was re-elected chairman; T. A. Russell and H. H. Vaughan were re-elected vice-chairmen, and Dr. J. B. Porter was re-elected honorary secretary-treasurer.

The following gentlemen were welcomed as members of the Main Committee: J. B. Reade, Purchasing Commission of Canada; G. A. Mountain, Board of Railway Commissioners for Canada; Lt.-Col. E. W. Stedman, the Air Board; Dr. L. V. King, McGill University; T. F. Sutherland, Canadian Institute of Mining and Metallurgy.

A large number of additions to the membership of various sectional and sub-committees were approved, and thirty gentlemen, members of various working committees, were elected to membership in the Association.

The annual report and financial statement to be issued to members of the Association, were presented and approved.

The attendance of R. J. Durley, secretary, at the conference of secretaries of national standardizing bodies in London on April 25th was approved. This conference is of an informal nature and is intended to facilitate the interchange of information and data regarding standardization, especially in its international aspect, and with regard to planning the methods of intercourse and co-operation to be adopted between the various national standardizing bodies.

In connection with the work of the sub-committee on portland cement, which is engaged in revising and re-drafting the specification for that material originally issued by the Canadian Society of Civil Engineers, the Main Committee approved of the suggestion of the sub-committee as to the desirability of experimental work on Canadian cements with regard to the best method of determining normal consistency.

The meeting terminated with a vote of thanks to the Executive Committee and the officers and staff of the Association.

Story of Nautical Quebec

(*Continued from page 57.*)

well. The Messrs. Davie's war-work vessels were on a different and much higher plane, of course, because their yards have been so long and well established. But they, too, had to meet most difficult emergencies; and their French-Canadians helped them through. The human factor of the shipbuilding problem is here. So are all the other necessary factors except proximity of steel. But it is worth straining any point in transportation to overcome this single disability in the otherwise ideal potential situation at Quebec.

To show that the finer points of shipbuilding could again be mastered in Quebec, we need only look at the very different kind of emergency war work done, mostly by French-Canadian men and women, at the Dominion Arsenal, under the devoted care of the late General Lafferty. The buildings used were never meant for an arsenal. Enormous expansion of output was always imperative. Moreover, as many an American and Canadian manufacturer will gratefully acknowledge, the plant and personnel had to be used as an emergency school of intensive instruction for hundreds of firms. And, as everyone who knows what's what in ammunition can explain, the gauging gets down to the four-thousandth part of an inch. Yet the work was done—and well done, too.

Lastly, and clinchingly, the French-Canadians form one of the world's best bulwarks against the vilest of all tyrannies—Bolshevism, which those who know it best believe to be the very nearest point yet reached to perfect hell on earth.

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Price Changes in Canada, 1914-1920

(*Concluded from page* 66.)

and French purchases of munitions had led to considerable advances in prices and the declaration of war by the United States and the need of United States army supplies led to still further advances, somewhat suddenly checked by the imposition of control by the American Government. As Canadian metal markets are governed to a great extent by United States conditions, especially during a war, which stops the normal trade with Great Britain, the results of these measures were reflected in Canadian prices, but not markedly because the Canadian and British Governments had already contracted for most Canadian production and placed contracts in the United States for further supplies of raw materials. Coal prices, also subject to control, in Canada, of course, follow those in the United States, and are further affected by transportation conditions and freight rates. Owing to the excellent arrangements made by the Fuel Controller for Canada with the Fuel Administration for the United States, both during the war and during the strike in 1919, conditions of supply in Canada were disturbed comparatively little.

The fall in prices in 1920 is commonly alleged to have been brought about by financial stringency and to buying strikes on the part of the consuming public. The various factors at work have been analyzed from various points of view during the past few months. It is pointed out that financiers were obliged to curtail credits, especially in some lines, as margins of safety had become dangerously narrow. The reduction in demand for export of goods from America and from Great Britain to Europe toward the end of 1919 and during 1920 would alone make necessary a complete readjustment of trade and industrial conditions in America. It had become necessary to get back to a peace basis and on this enormous export trade to Europe would be impossible owing to Europe's inability to pay for the exports. Deflation and the cessation of production for such trade therefore became natural results with falling prices as an inevitable accompaniment. It is pointed out by financiers and economists that when credit and currency are not on a stable basis, for instance on a gold basis, financial conditions and prices are subject to violent fluctuations, the ever-ready test of soundness, ability to pay in gold, being unavailable. They, therefore, advocate a return to the gold basis as soon as possible. In the United States the Federal Reserve Board carefully guarded this provision in its system, taking prompt action toward the end of 1919 and early in 1920 when the margin of safety was threatened.

It is therefore probable that prices in general will fall until financial conditions are back to a gold basis and industrial operations are proceeding on a relatively stable foundation. It is well known that falling prices cause infinitely more loss and suffering than rising prices owing to the stagnation of industry and trade with unemployment that usually occurs. It is pointed out in a notable article on "Deflation and the Trade Depression," in the *London Statist*, Feb. 19, 1921, that the evil results of deflation may be mitigated by proper financial provisions.

"Moreover, it is not incompatible with a period of deflation, as some appear to think, that trade should continue to be carried on at a profit, provided the deflation is sufficiently gradual."

"Concerted action based upon a true appreciation of the position may speedily clear the present situation, and, on the other hand a policy resulting from mental astigmatism may postpone indefinitely the period of recovery."

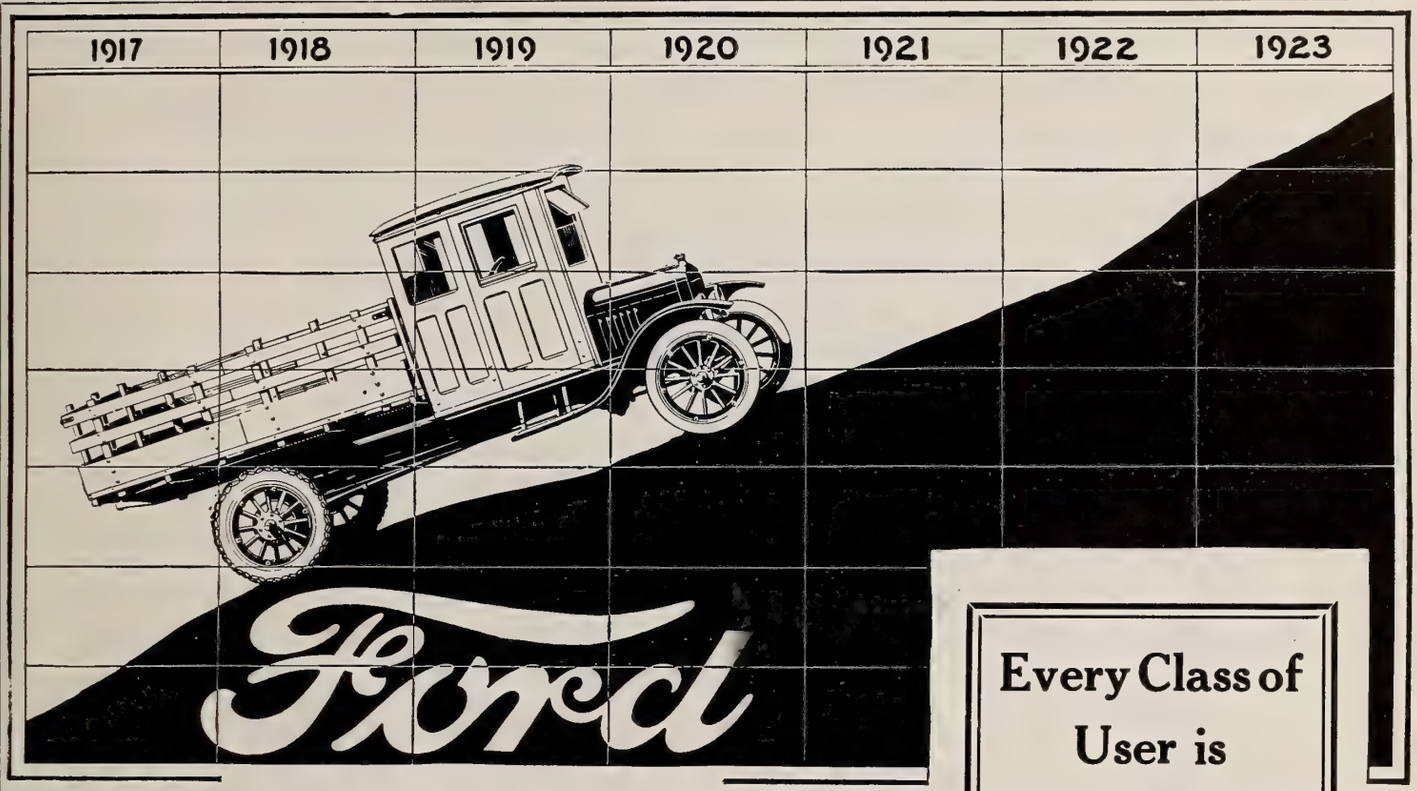
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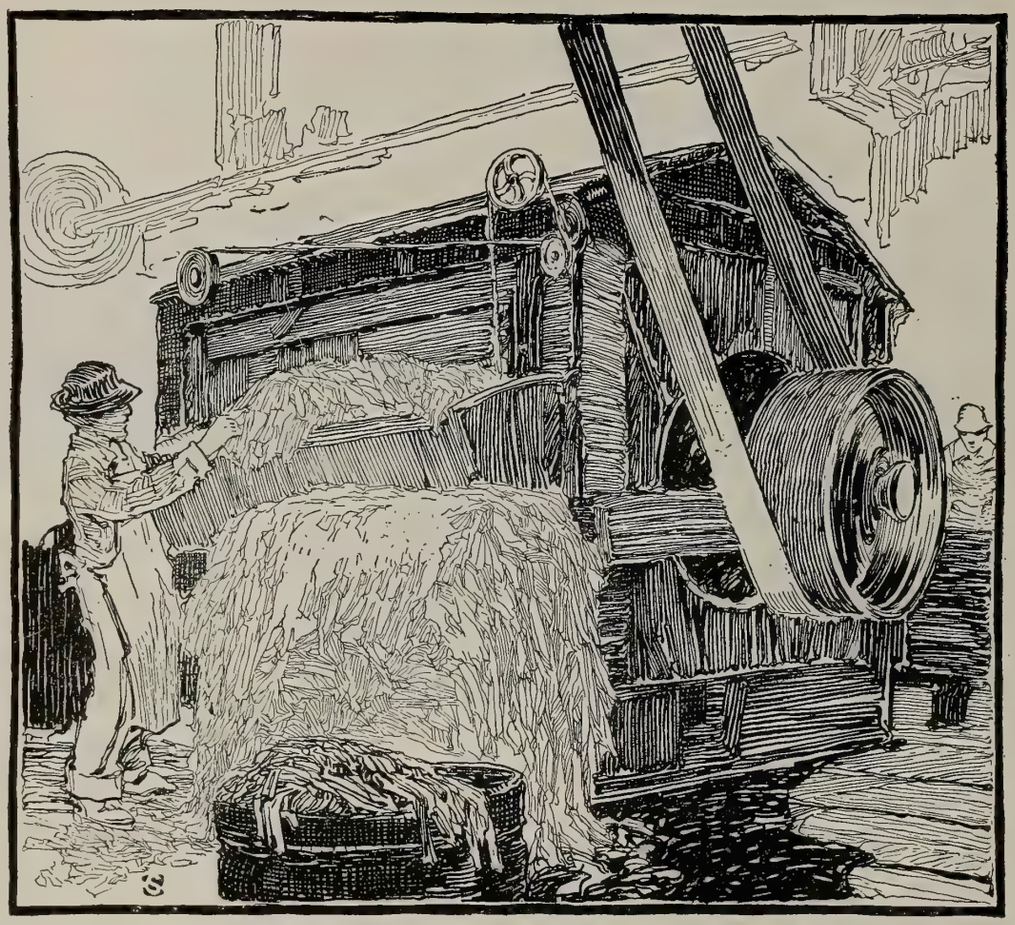
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OFFICE AND FINANCE

Manufacturers, Wholesalers and Retailers Confer on Taxation

REPORT OF IMPORTANT MEETING

This is a condensed report of the conference of representatives of the Canadian Manufacturers' Association, Retail Merchants' Association and other trade organizations held in Toronto on March 30th and 31st. It is based on verbatim report of the proceedings. The resolutions on Taxation adopted by the conference will be found at the end of the article.

—The Editor.

ON March 30th and 31st there was held at the Prince George Hotel, Toronto, a conference of representatives of the Retail Merchants' Association, Canadian Credit Men's Trust Association, Wholesale Grocers' Association and Canadian Manufacturers Association for the purpose of discussing the question of Federal taxation of business.

J. A. Banfield, president Retail Merchants' Association, was elected chairman, and J. T. Stirrett, general secretary, Canadian Manufacturers Association, secretary.

The proceedings opened with addresses by J. S. McKinnon, president C.M.A.; J. A. Banfield, president R.M.A.; Hugh Blain, president Wholesale Grocers' Association, and T. W. Learie, president Canadian Credit Men's Trust Association, all of a felicitous nature.

It was agreed that the press should be admitted. It was further agreed that the committee on resolutions should consist of the president of each organization and two other representatives of each of the four organizations to be appointed by the organizations.

Definition of Terms

A debate thereupon ensued on the definition of terms, "manufacturer," "wholesaler" and "retailer" in the administration of the Special War Revenue Act, 1915, and amendments. This debate extended through the morning and into the afternoon session of the first day of meeting, when it was resolved that the discussion be deferred until after a discussion had taken place on present and proposed forms of Dominion Government taxation.

The latter subject was opened by H. Chevrier, Winnipeg, a retail merchant. He stated that he was directed to tell the conference that at the last meeting of the Retail Merchants' Association it was decided that the taxes should be collected at the source, that is from the manufacturer and the importer. He referred to the experience of the luxury tax, showing how serious had been its effect on business. He believed it would be just as bad to place taxation on the turnover of the retail merchant. If the tax was absorbed by the retailer, it would put the brakes on trade and would result in unemployment and unrest. Mr. Chevrier also argued that it would be a burden on the Government to collect the tax from about 200,000 retailers. Some retailers did not keep books; some could hardly sign their own names.

W. H. Lamont, H. S. Howland, Sons & Co., wholesale hardware, Toronto, stated that this year's sales tax, income tax and business profits tax would produce close to $112,000,000. The business profits and income taxes took 2½ per cent. to operate; the inland revenue tax, 1¼ per cent. Internal trade will amount to about $4,000,000,000 at the source. Assuming it is turned over three times that would be $12,000,000,000. Allowing a 15 per cent. profit each time that would be $18,000,000. He thought it would be reasonable to ask the Government to repeal the three laws in force at present and submit a turnover tax, getting the tax out of the articles. sold

Conclusion of C.M.A.

George W. Watts, Canadian General Electric Co., laid the conclusion of the C.M.A. before the meeting:—

First: That the Business Profits War Tax Act shall not be re-enacted.

Second: That the Income War Tax Act as regards corporations shall be repealed.

Third: That the Sales Tax now in effect in Canada shall be amended and extended sufficiently to provide the necessary revenue.

The chairman presented the resolution of the Retail Merchants' Association:—"Whereas, if it be the intention of the Dominion Government to continue the sales tax and extend its application to those engaged in the retail trade, we recommend that such taxes be collected at the source, namely from the manufacturer and importer and carried as the present sales tax is carried, and in this way the taxes would be absorbed in the same manner as all systems of taxation are absorbed, and that the words manufacturer and importer be properly defined in the Act so as not to include retail merchants."

G. H. Douglas, Thornton & Douglas, Limited, Hamilton, declared it was not a practical proposition to raise income tax from the farmers. The Government required an enormous sum of money. Revenues were falling off. Other forms of taxation must be sought. He thought that a 1 per cent. sales tax would produce from $160,000,000 to $180,000,000, though unfortunately there were no statistics on which to base the figure. The manufacturers' proposal was that on every commercial transaction there should be paid a tax of one per cent. and that tax should be paid by the seller. It should not be passed on, except in the price.

Advantage to Retailer

Under this system Mr. Douglas contended that the retailer would be infinitely better off. The smallest possible tax should be put on and it should be distributed over the whole community. If it was put on at the source, it would have to be from 5 to 10 per cent.

T. W. Learie said he had been opposed to the business profits war tax and to the luxury tax. In going over the whole situation he had come to the conclusion that a small tax over the whole business of the country would be preferable to a large tax on an unknown quantity, the source. If penalties were made of a confiscatory nature, few would attempt to evade them.

Before adjourning, the chairman announced that the resolutions committee would consist of the following: For the R.M.A.—J. A. Banfield, J. G. Watson, H. Chevrier; for the C.M.A.—M. C. Ellis, J. G. Hossack, R. N. McCormick; for the Wholesale Grocers—A. H. Pafford, A. C. Pyke; for Canadian Credit Men—T. W. Learie, J. B. Ratcliffe and L. F. Monypenny.

Resuming on the morning of March 31st, A. C. Pyke, secretary Wholesale Grocers' Association, stated that the wholesale grocers recommendation was "that the sales tax at an increased rate be collected solely from manufacturers and on importations by the customs, which tax would be included directly in the manufacturer's cost." They intro-

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Collections entrusted to us will be handled promptly and to your satisfaction.

THE CANADIAN BANK OF COMMERCE

Capital Paid up $15,000,000
Reserve Fund $15,000,000

598

duced as an alternative: "That the sales tax now in effect should be increased and, if necessary, extended to other lines of goods now exempt, sufficiently to provide necessary revenue, and that the provisions and regulations regarding the collection of this tax as at present in operation be continued."

Mr. Douglas, speaking again, pointed out that if the tax was levied at the source it would have to be a large tax, between 5 and 10 per cent. It would then be pyramided until it became a very large tax on the consumer. The proposal was unsound if it meant that the consumer was going to have to pay 10 per cent. increase on commodities.

W. H. Lamont introduced a resolution asking the Government to abolish present taxes and impose a tax on turnover, same to be absorbed in cost of doing business and to be collected from all manufacturers, wholesalers, jobbers, retailers, etc.

M. P. Ellis spoke in support of the proposal that the tax should be levied on all business.

A. H. Pafford for the wholesale grocers moved resolution as read previously by Mr. Pyke.

T. W. Learie, C. J. Bodley, J. F. M. Stewart and others followed and it was finally moved that the various resolutions be referred to the committee on resolutions.

During the afternoon session a discussion of Made-in-Canada took place pending receipt of report of resolutions committee.

The report of resolutions committee was adopted as follows:—

"(*a*) That the Business Profit War Tax Act shall not be re-enacted.

"(*b*) That the Income War Tax Act as regards corporations shall be repealed.

"(*c*) That the present excise manufacturing tax on confectionery shall be abolished.

"(*d*) That the present Sales Tax shall be adjusted so as to provide the additional revenue needed by the Dominion Government."

The conference decided upon the following definitions of the terms "manufacturer," "wholesaler," "jobber," and "retailer," as used in the administration of the "Special War Revenue Act, 1915," and amendments (Tax on Sales), and forwarded them to the Dominion Government:—

"Manufacturer." Manufacturers are persons, firms or corporations who produce, manufacture, process or assemble articles or materials into saleable articles or materials for sale.

"Wholesaler." A wholesaler shall be construed as being a person, firm or corporation who assembles in his warehouse a full line of goods carried in his special branch of business and distributes them to the trade, but who has no retail counter and does not sell to the customer.

"Jobber." Jobbers are persons, firms, or corporations who sell for the purpose of re-sale, and have no retail counter and do not sell to the consumer.

"Retailer." Retailers are persons, firms, or corporations who sell to the user or consumer, or who have a retail shop or counter, this classification to include, in addition to their classification as manufacturers or wholesalers, the department or agency of such manufacturers or wholesalers, who have such departments or agencies through which sales are made to the user or consumer.

Steel Company of Canada

Satisfactory Annual Statement in Spite of Many Adverse Conditions

Although adverse conditions, such as increased freight rates, unsatisfactory labor conditions, the rate of exchange, fuel shortage, etc., had to be met, the annual report of the Steel Company of Canada, Limited, for the year ended December 31st last, shows a good general condition of affairs. After deducting charges for repairs, maintenance, improvements, and making provision for inventory, reserve and 1920 income tax, the results of the twelve months' operations

amounted to $3,924,041, as compared with $4,000,940 in 1919, and $5,367,120 in the preceding year.

From the 1920 gross figures were deducted an amount of $652,255 as a provision for excess costs of construction due to the abnormal conditions existing during the year, as well as a generous allowance of $712,683 for depreciation. These provisions, together with sinking fund requirements and fixed charges, left net earnings of $1,855,404, against $2,382,171 in 1919, the latter year's showing in this respect being enhanced by the fact that no allowance was made for the writing off of any allowance for excessive building costs.

After the payment of dividends on the preferred stock of the company there was left available for application to the common shares a balance of $1,400,663, which, however, was reduced by $50,000 transferred to fire insurance reserve, leaving the net sum of $1,350,663, representing an earning capacity of 11.7 per cent. on the junior securities, compared with 14.6 per cent. in 1919, 15.8 per cent. in 1918, and 19.5 per cent. in 1917.

All deductions provided for, including 7 per cent. dividends on the common stock, there remained a surplus at the end of the year amounting to $545,663 to add to the balance standing to the credit of profit and loss account, as at December 31st, 1919, bringing this up to the substantial figure of $8,740,965, or in excess of 48 per cent. of the company's combined preferred and common stocks.

In the balance sheet portion of the report, there is disclosed the comfortable financial position which has characterized Steel of Canada's exhibits of recent years. Net current assets are given at $10,670,924, compared with $11,199,595 in 1919, cash holdings being shown at $669,434, against an excess of $2,000,000 in 1919, the reduction in this respect being offset by a secured call loan of $1,000,000 which had no counterpart in the figures of the previous year, and by an increase in accounts and bills payable of well over $1,000,000, which stood at $5,488,207 in the statement under review, compared with $4,331,948 at the end of 1919. Inventories were reduced by almost $700,000, falling from $5,503,833 in 1919 to $4,804,469 on December 31st last.

A Favorable Report

Canadian Westinghouse Company, Limited, Have Net Earnings of Over $900,000

Operations of the Canadian Westinghouse Company, Limited, during the year ended December 31st, 1920, produced net earnings amounting to over $900,000 according to the report submitted to shareholders of the enterprise at the annual meeting in Hamilton on March 29th. Dividends paid during the past year totalled $615,000 as compared with $489,000 in 1919. The balance of $300,000 carried forward brought the company's surplus up to $2,114,000, exclusive of all reserves.

For the purpose of securing additional working capital, made necessary by the increased business and activities of the company, the outstanding capital stock was increased from $6,229,400 to $7,417,900 by the issuance of 11,885 new shares. These were subscribed at par by the shareholders of record June 30th, and payments were completed October 1st.

During the year the company have extended their activities in the electrical field by taking up the manufacture of incandescent lamps. Aside from this, there have been various considerable additions to the plants and their equipment, due to the generally increased output requirements. Among the notable items of the year's output may be mentioned the world's largest Hydro-electric generating unit, this company being the first entrusted with the design and manufacture of a generating unit of a capacity of 60,000 horse-power.

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Lloyd's and National Provincial Foreign Bank Limited

AGENTS IN UNITED STATES

NEW YORK—The Bank of The Manhattan Company
CHICAGO—First National Bank BUFFALO—Bank of Buffalo
DETROIT—Old Detroit National Bank
SAN FRANCISCO—Wells Fargo Nevada National Bank
and in all other principal centres

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The Merchants Bank of Canada

Head Office, MONTREAL Established 1864

Paid-up Capital	$ 10,029,622
Reserve Fund	9,475,585
Total Deposits (Oct. 30th, 1920) over	170,000,000
Total Assets (Oct. 30th, 1920) over	209,000,000

President: Sir H. Montagu Allan, C.V.O.
Vice-President: F. Howard Wilson
General Manager: D. C. Macarow
Supt. of Branches and Chief Inspector: T. E. Merrett
General Supervisor: W. A. Meldrum

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Deficit is Shown

Annual Statement of Ames-Holden-McCready, Limited, Submitted to Shareholders

A deficit for the year ended December 31st, 1920, is shown by the financial statement of Ames-Holden-McCready, Limited, submitted to the shareholders at the annual meeting in Montreal on March 30th.

As the result of the unprecedented conditions prevailing in the boot and shoe industry, the company resorted to the policy of completely shutting down the leather footwear factories during the greater part of the year. Operations during the year were confined chiefly to the manufacturing of rubber footwear, the year's gross sales in 1920 being $6,614,552, against $6,658,263 for the full twelve months' period preceding.

After deducting manufacturing and selling costs and allowing for depreciation, but before taking into consideration fixed and other charges, the loss on the year's operations amounted to $110,501 against a profit of $602,099 for the eight months covered in the previous statement and $632,764 for the entire 1918-19 period.

All deductions made, the deficit for the year totalled $639,836, against a surplus of $176,150 in the previous statement and $323,322 in 1918-19. Owing to the radical changes effected in the leather footwear industry, the company was compelled thoroughly to survey its position as to inventories, it having been necessary to absorb the sum of $822,768, thereby converting a credit balance standing to profit and loss account, as at December 31, 1919, of nearly a million dollars into a debit one of $470,250 as at the same date last year.

A comparison of the balance sheets of two periods is almost equally significant of radical changes effected by the highly pronounced depression existing in 1920. The position as to working capital underwent extensive impairment in the year, being reduced to the somewhat meagre proportions of $551,513, a decline in the year of approximately $2,000,000.

Among the current assets, cash was down by almost $37,000, the 1920 figures standing at $25,566, while accounts receivable fell off by approximately $350,000 to $399,888. Holdings of stock in associated companies and other sundry investments are shown in the 1920 statements at $43,530 compared with $18,770 a year ago. Inventories were lower by upwards of $600,000 at the end of 1920, aggregating $3,396,824 against over $4,000,000 in 1919.

Bank loans and bills payable grouped together in the 1920 report are given at a total of $2,791,185 compared with $1,604,761, but elsewhere among the liabilities the changes are without particular significance.

Earnings are Reduced

Canadian Fairbanks-Morse Company, Limited, Issue Annual Report for 1920

The financial report of the Canadian Fairbanks-Morse Company, Limited, for 1920, reflects the decline in the business engaged in by industrials of that class to an even more marked degree than in 1919, that year showing a decline in profits of 52.3 per cent. from the record year preceding, when profits totalled $1,310,397. In 1919 they were $625,149 or 52.3 per cent. down, and last year they were $279,562 or 55.3 per cent. down from 1919. After all deductions the enterprise showed earnings equal to $1.06 per share on the 84,327 shares of no par value common stock, against 27.63 per cent. on 16,000 shares of $100 par value in 1919.

The $1.06 on the common stock, amounting to $89,349, and common dividends of $223,153 having been paid, there was a corresponding reduction in the surplus of the company by the difference in the two amounts, namely, $133,806.

Depreciation allowance was greater by $30,000 than in 1919. There was no contingent reserve allowance and other deductions amounted to $16,000 against nothing in 1919, so that, including the previous surplus of $2,076,607, last year's surplus amounted to $1,942,801, to which, however, must be added "surplus arising from the exchange during the year of

A Message to Canadians

ONLY by increasing the sale of Canadian commodities can we avoid increasing our foreign indebtedness. Never, even in war time, was it so essential to increase our exports.

A DUTY falls on manufacturers to produce articles of a quality and price that will compare favorably with foreign makes, and on our agricultural interests to increase production.

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OFFERS MORE INTERESTING ATTRACTIONS THAN ANY OTHER VACATION TRIP THAT CAN BE SUGGESTED

Every reader expects to visit the Pacific Coast some day—hopes to see Vancouver—Canada's Pacific outlet—the city about which so much is being said and written.

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Just think—English Bay and its famous bathing beaches—a dip in the Pacific—the famous Stanley Park—1,000 acres of magnificent Forest—both reached by city car lines. The great Capilano Canyon—less than an hour's trip—day and half-day trips—by motor on land—by water on Howe Sound and Burrard Inlet—hundreds of miles of scenic auto drives.

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ALBEE BUILDING

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16,000 shares of par value of $100 each, into 80,000 shares of no par value and from the sale of 4,327 shares of no par value," amounting to $1,783,897, bringing present surplus up to $3,726,698.

The balance sheet reflected the changed position of the company through two years of declining profits; bank loans were increased about $1,000,000 to $1,550,000, accounts payable by over $300,000 to $1,696,594, while the cash item has been reduced by about $320,000 to $78,379; investments in government and municipal bonds, etc., which amounted to $818,389 in 1919, were reduced to $39,917 last year, and inventories were increased by $1,300,000 to $3,880,484. In property and equipment account, land and buildings valued at $1,255,965 against $991,872 in 1919. Total assets increased about $1,300,000 to $9,455.059.

Change of Name

National Steel Car Company, Limited, is now Hamilton Car Company, Limited

In connection with the formation of the Hamilton Car Company, Limited, the following announcement is made:

"The National Steel Car Corporation, Limited, of Hamilton, Ont., took over the plants and effects of the National Steel Car Company, Limited, as a going concern, and is now operating the business under the title of the National Steel Car Corporation, Limited. To prevent confusion on account of the similarity of names, the National Steel Car Company, Limited, has changed its corporate name to that of the Hamilton Car Company, Limited. The Hamilton Car Company, Limited, owns certain stock and effects pending final liquidation, but is not in the business of building railway car equipment."

Consolidated Felt Company

Sales are Greater During 1920 but Cost of Operation Reduces Profits

Although the sales of the Consolidated Felt Company of Canada last year were greater than during the preceding year, the cost of operation and the writing down of inventories increased to such an extent that profits were out of all proportion to sales.

After bond and other interests had been paid, there was left $20,722 to pay a preferred dividend of $30,000. No dividend was paid and the amount added to a previous surplus of $321,916 brings present surplus up to $342,637.

Sales for the year amounted to $1,749,583, an increase of $515,554.

The balance sheet shows a decline in current assets, current liabilities and working capital. Current assets at $655,373, compared with $944,446 in 1919; current liabilities at $520,362, compared with $760,308 in 1919, and working capital at $135,011, compared with $184,138.

Bank loans in 1919 amounting to $620,000 are replaced in last year's statement with notes payable amounting to $400,000, the 1919 figures in all cases being for ten months only.

In his report to shareholders, the president, W. A. Eden, says that previous to 1920 the company's products were made in one factory, the other having been leased to the Consolidated Rubber Company, but with prospects that both plants could be operated to capacity in the coming year, the other factory was taken over and equipped, which meant an outlay of $127,529. Business, however, did not come up to expectations and the president states that it is now evident that the volume of sales in 1921 will be less than in 1920.

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Practical Value of Testing Supplies

(*Concluded from page* 71.)

lative practical value in service. The one sample has great adhesiveness, and would hold well with a minimum amount of the material; while the other, in addition to requiring a much larger amount of the glue for a given piece of work, would be deficient in strength. Glue can readily be purchased under specifications, or on the basis of samples; and, by means of various standard tests, any quality desired can be maintained.

You will begin to weary of the subject in spite of its interest, and we might touch upon a thousand and one articles, such as iron and steel of different types used for various purposes, bearing metals, rubber articles, soaps, disinfectants, rope, pig lead, zinc, etc., but we will speak briefly of only one or two more.

Cloth Tests

Cloth tests are widely used to-day in estimating the value of different samples submitted, as for instance for civic or railroad uniforms; and, on the card before you will be seen a sample of overcoat material stated to weigh forty-one ounces per yard, but which was found to weigh only thirty-four ounces. Two samples of blue serge are shown, both of 16-ounce weight; but the strength of the cloth varies greatly, ranging from 70 lbs. to 40 lbs. per inch in the woof, and from 65 lbs. to 30 lbs. per inch in the weft, due to differences in fineness and quality. It is hardly necessary to remark that in any climate the thickness and properties of the goods must be carefully adapted to the conditions under which the material is to be used.

Doped Soft Soap

In this box, we have two samples of soft soap. Both have about the same consistency; yet one contains about forty per cent. of water, while the other has been "doped" and contains sixty per cent. Surely a simple determination which would detect a loss of fifty per cent. in efficiency would have a very definite practical value.

Trade Names

Of necessity, the average buyer must be a long-suffering individual, and it is difficult to select any one branch of his diversified work which is more painful than another; yet, when we mention the word "trade-name," we realize that we are treading upon delicate ground, for a trade-name is frequently given without any regard for the use to which the material is to be put. It may give no indication as to quality, or guarantee as to composition or efficiency in service; and it is little wonder that the buyer welcomes any escape from the many dilemmas which are likely to arise in this connection! Fortunately, a practical specification, worded simply but with the essentials clearly stated and the quality properly safeguarded, can often be prepared, thus establishing a definite standard of quality, under which competitive bidding can be secured.

Summary

From the illustrations which have been cited, you will begin to realize our subject is almost limitless, and instance after instance might be given, each one interesting in itself, showing the hopelessness of judging values off-hand from appearance, and proving also the economy and direct money gain which results from making purchases upon a definite standard of quality, with test, prior to use, to demonstrate whether or not the properties desired and to be paid for are present.

It is also a matter of common—and entirely logical—experience, that one who does not check up the quality of his purchases, is making a direct bid for undergrade materials, and every incentive is given the vendor under such conditions to furnish a quality which he would not have the temerity to ship if he knew that reasonable checks were likely to be made on receipt of the goods.

VALUATIONS



A Lockwood, Greene valuation takes in more than the dollar-and-cent values of the actual material comprising your buildings, equipment and machinery.

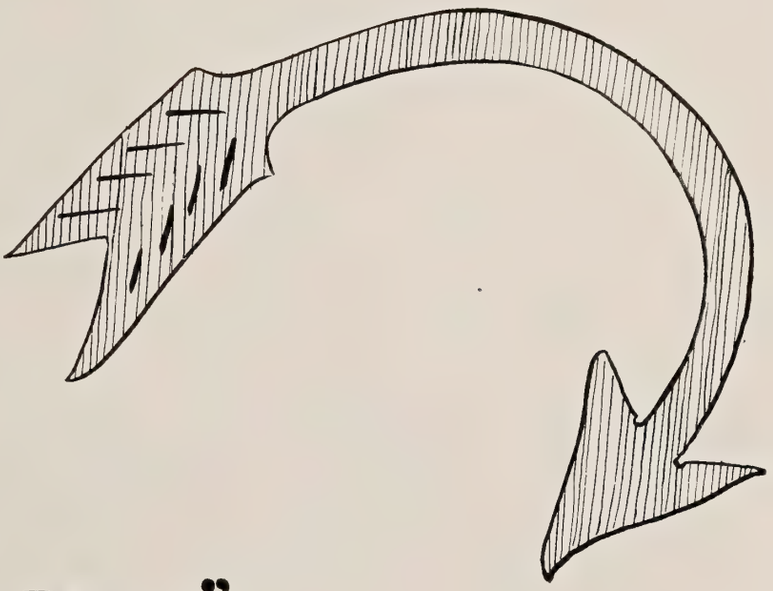
It gives you their worth as units of production in your particular field of industry; their values are based upon their ability to produce in competition with the best of their kind known to the business world.

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"The Ad-Writer"

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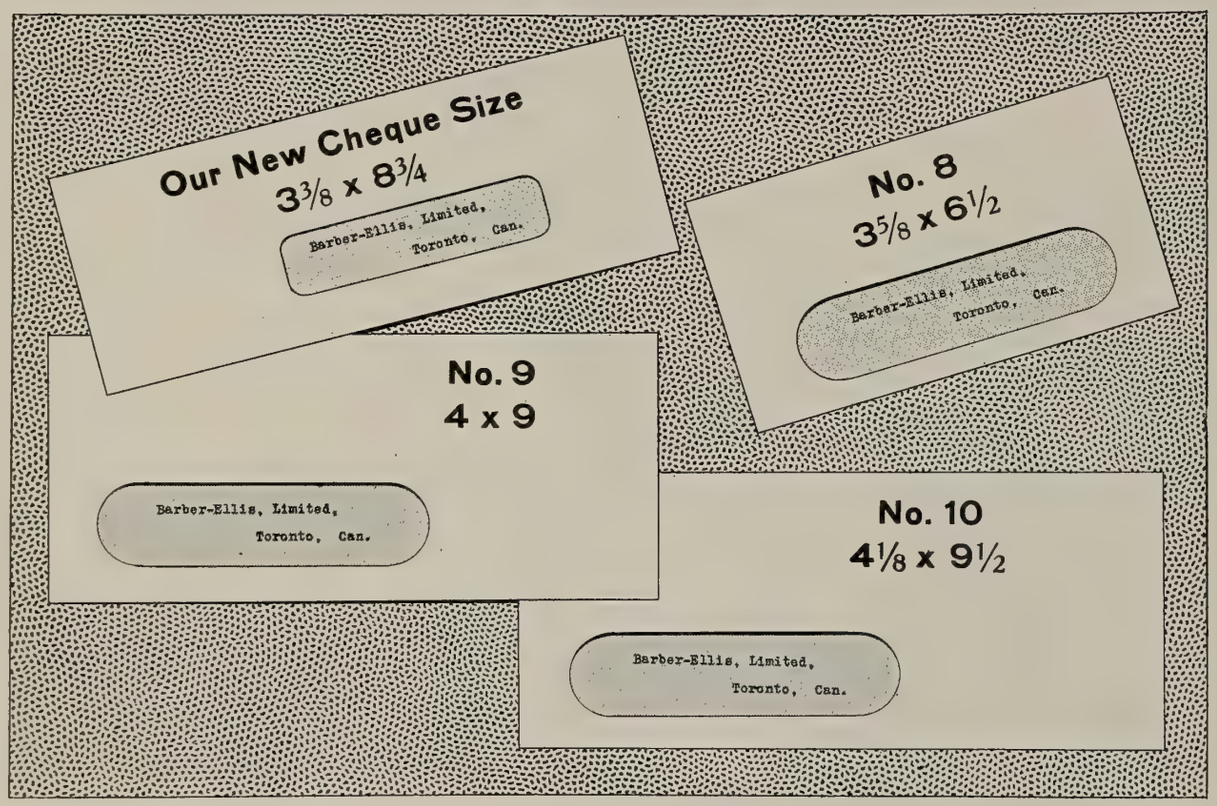
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A Record of Progress

Developing Fuel Resources

Work of the Lignite Utilization Board of Canada in Southern Saskatchewan

An important development of Canada's natural resources is the work being carried on by the Lignite Utilization Board of Canada with the object of making the immense lignite deposits of southern Saskatchewan commercially valuable. Near Bienfait, Saskatchewan, in the immediate vicinity of the deposits, an experimental carbonizing and briquetting plant is being erected and will shortly be in a position to turn out its product.

The process used in carbonizing and briquetting lignites is described as follows by Lesslie R. Thomson, secretary of the Lignite Utilization Board:—

"Raw lignite in the form of slack or run of mine is taken and crushed so that it will pass through ⅛ in. mesh. It is then dried in order that the large moisture content (35 per cent.) may be driven off. This is accomplished in standard cylindrical dryers. The dried material is then passed to carbonizers of a special design where the volatile matter is reduced to about 8 per cent. The binder (coal tar pitch for the immediate present) is then added, and the mixture, after being thoroughly agitated, is passed to the briquette press. The briquettes are then cooled by means of a long cooling belt and afterwards stored for shipment.

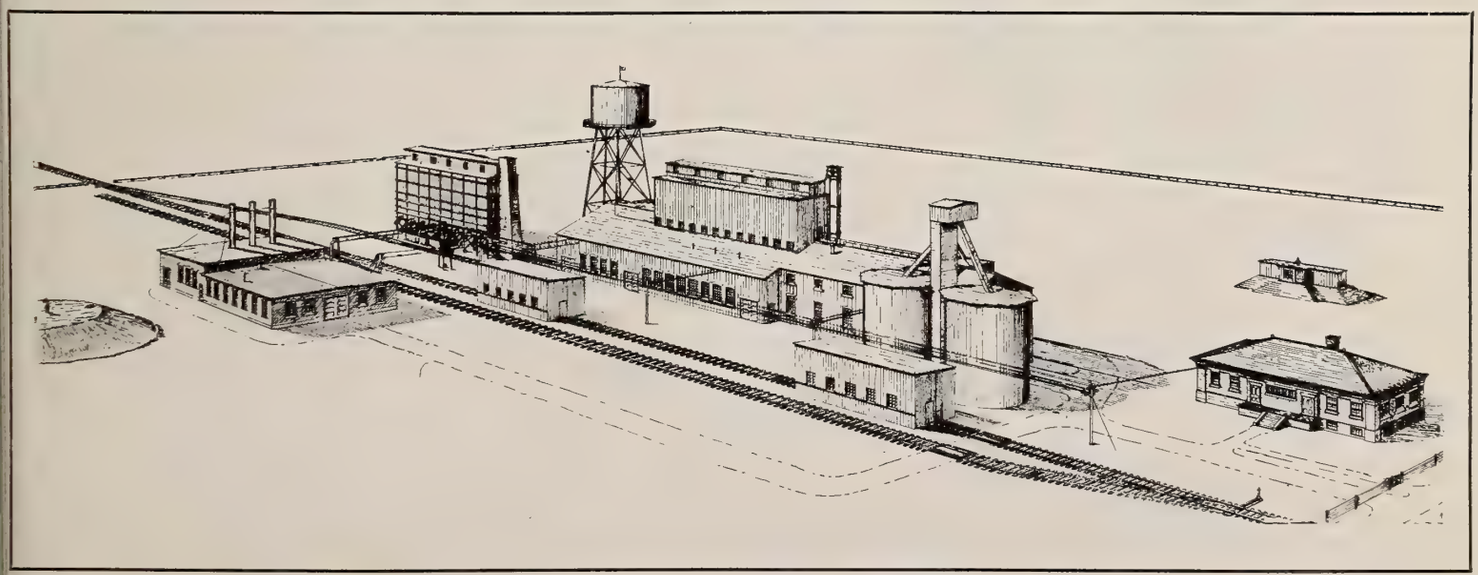
"The product will be an egg-shaped briquette of approximately two ounces in weight and its heating value will be about equivalent to that of good American anthracite. The capacity of the plant will be 100 tons of briquettes a day."

The Lignite Utilization Board was created by an Order-in-Council of the Dominion Government, supplemented by an agreement as to finances with the Provincial Governments of Manitoba and Saskatchewan, by which the three Governments have appropriated $400,000 for the use of the Board. In its relation towards business interests the Board has the powers of an incorporated company to buy, sell, make contracts, hold property, etc. In its relation to the Government it is a trust, holding and expending funds provided by the Governments, and having power to hold property in trust.

Western Canada has heretofore imported about 500,000 tons of anthracite from Pennsylvania at a cost of about $5,000,000 per annum. It is expected that this amount will be considerably reduced through the activities of the Lignite Utilization Board. With the exception of the United States, no country in the world has coal resources as great as those of Canada. By proper treatment much Canadian coal hitherto neglected may be made available for satisfactory domestic use.

In addition, the Board will study the by-products obtainable from the lignites such as oil, pitch, ammonia sulphate, gas, etc., as well as the use of carbonized or powdered fuel for commercial power purposes.

The personnel of the Board appointed by the Order-in-Council is as follows: R. A. Ross, consulting engineer, Montreal, chairman; Hon. J. A. Sheppard, Moose Jaw, Saskatchewan, and J. M. Leamy, provincial electrical engineer of the Government of Manitoba, Winnipeg. The Board has appointed the following staff: Lesslie R. Thomson, A.M.E.I.C., secretary; Edgar Stansfield, M.E.I.C., chemical engineer, and R. De L. French, M.E.I.C., engineer.



Carbonizing and Briquetting Plant Near Bienfait, Sask.

At the left is the power house. The briquette bin is to the left of the water tank and at the right of the tank is the main building, containing the briquette plant, carbonizing plant and dryer building. The lignite bins, to the right of the main building, have a capacity of 600 tons

New Galt Industry

Hi-Speed Tools, Limited, Commencing the Manufacture of Taps and Dies

A recently incorporated industry who are commencing operations at Galt, Ontario, are Hi-Speed Tools, Limited. They intend to manufacture screw-cutting tools, jigs, fixtures, punching, stamping and forming dies. At first their efforts will be centred on certain types of taps and dies, but eventually they will carry a full line.

The plant at present occupied by Hi-Speed Tools is part of the premises owned by the Perfect Machinery Corporation and has a floor space of 2,080 square feet. Ten hands will be employed at the start.

W. W. Champ, of Regina, Saskatchewan, is president of the new company; J. A. Johnston, vice-president, and L. W. O'Connor, secretary-treasurer and manager. H. Champ, formerly superintendent of the G.T.D. Corporation of Galt, will supervise the manufacturing. Hi-Speed Tools, Limited, are incorporated under an Ontario charter with an authorized capital of $40,000.

Steelcrete Again Manufactured

Pedlar People, Limited, of Oshawa, Now Making Builders' Reinforcing Material

"Steelcrete," which was formerly manufactured in Toronto by Steel & Radiation, Limited, but has not been available from a Canadian producer for several years past, is again being manufactured in Canada. The Pedlar People, Limited, of Oshawa, Ont., have installed machines for the manufacture of this material, which has been used by many engineers and contractors throughout Canada as concrete reinforcement. "Steelcrete" will be made in the Pedlar People's new factory at Oshawa in an extensive range of sizes, by the cold-drawn process. The firm will carry in stock most of the 21 different sizes which they are prepared to manufacture. The chief advantages claimed for "Steelcrete" are: (1) Great unit strength, combined with the high elastic limit; (2) uniformity of quality and stiffness, with no stretching or placing necessary to eliminate "waves"; and (3) ease of handling, on account of its sheet form.

Acquire Larger Premises

Florentine Statuary Company of Toronto Take Over the Princess Hotel

The Florentine Statuary Company of Toronto, who for the past twelve years have been in business on King Street East, manufacturing a variety of artistic and ornamental statuary and novelties, have been obliged by the expansion of their business to obtain larger premises. To meet their needs they have bought a building, formerly known as the Princess Hotel, on the corner of King and Princess Streets.

This building is three storeys in height with a 39 foot frontage on King Street and a depth of 96 feet on Princess Street. During the next month or two structural alterations will be made to convert the building to the requirements of the company's processes. When these alterations are completed, the top floor will be used for casting and finishing; the second floor for finishing, decorating, etc.; the ground floor for show rooms, offices and shipping, while the basement will be utilized for the storage of all the heavier materials required in manufacture.

There are about fifty employees on the payroll of the Florentine Statuary Company. In addition to statuary they will make electric floor and table lamps, ceiling and wall fixtures, candlesticks, book ends, flower pots, vases and novelties. With the exception of the last-named, these will all be made of a fibreduro mixture, which, the company state, is superior to plaster manufacture in that it is almost unbreakable and takes the same high grade of finish.



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PART II.—*Later.*

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PART III.—*The Aftermath.*

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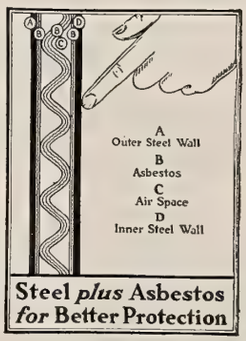
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Developments at Welland

New Rubber Industry Getting Started and Fertilizer Industry Preparing to Build

The Joseph Stokes Rubber Co. of Welland, one of the new industries secured by that city last year, have completed the installation of all the special machinery needed in their operations. It is understood that they have a lot of orders on their books and will shortly begin production on the scale contemplated, when they decided to locate in Welland. As the rubber goods business has been dull for some time past, this development is quite encouraging.

The Cross Fertilizer Co., another new industry for Welland, will very soon begin operations on the erection of their proposed buildings. Their construction engineer has recently arrived on this continent from Scotland and he will at once take up details of their building programme so that work may be proceeded with at the very earliest date.

Changes at Fort William

Superior Brick and Tile Company, Limited, Increase Capital and Acquire New Plant

The Superior Brick & Tile Company, Limited, Fort William, Ontario, have acquired the brick works formerly owned by the Superior Brick Company, Limited, and are now installing some modern equipment there to improve manufacturing methods. The company have increased their capital from $40,000 to $250,000 and at the same time have changed their name from the Superior Tile Company, Limited, to that given above.

The head office of the company is at 426 Victoria Square, Fort William. The plant is located at Rosslyn Village, seven miles west of Fort William on the Canadian National Railway. At this plant they produce 50,000 bricks a day of the kinds known as art, corduroy and smooth-faced wire cut.

Directors of the Superior Brick & Tile Company, Limited, are: A. A. Ayer, Montreal, president; G. R. Duncan, Fort William, manager; H. Cryer, Fort William, secretary; Dr. Milton Hersey, Montreal, and George T. Hartt, Montreal.

Make Fine Stationery

Eaton Crane and Pike Company of Canada, Limited, are Located in Toronto

The Eaton Crane & Pike Company of Pittsfield, Massachusetts, recently completed arrangements for the manufacture of their lines of fine stationery in Canada. They have amalgamated their Canadian interests with the firm of Sinclair, Allen & Company of Toronto, and will have their headquarters at 366-378 Adelaide Street West, in that city.

The Canadian company will be known as The Eaton, Crane & Pike Company of Canada, Limited. Norman A. Sinclair, who has had a long experience in the manufacture of fine stationery, is president, and Col. W. H. Eaton, treasurer of the United States company, is vice-president. The latter has, for the past twenty years, made a comprehensive and thorough study of factory production of stationery, and is recognized as an efficiency expert.

Thos. Allen is secretary-treasurer and director of sales of the new enterprise, and C. C. Davis, vice-president of the Eaton Crane & Pike Company of Pittsfield, and director of sales and advertising, will work in conjunction with him. A thorough development of the business is expected from this combination of sales forces, and the Canadian organization will also enjoy the benefits of the parent company's advertising.

J. L. MOON, President L. W. FRICKE, Vice-President J. S. BRACKEN, General Manager L. W. JUST, Secretary-Treasurer

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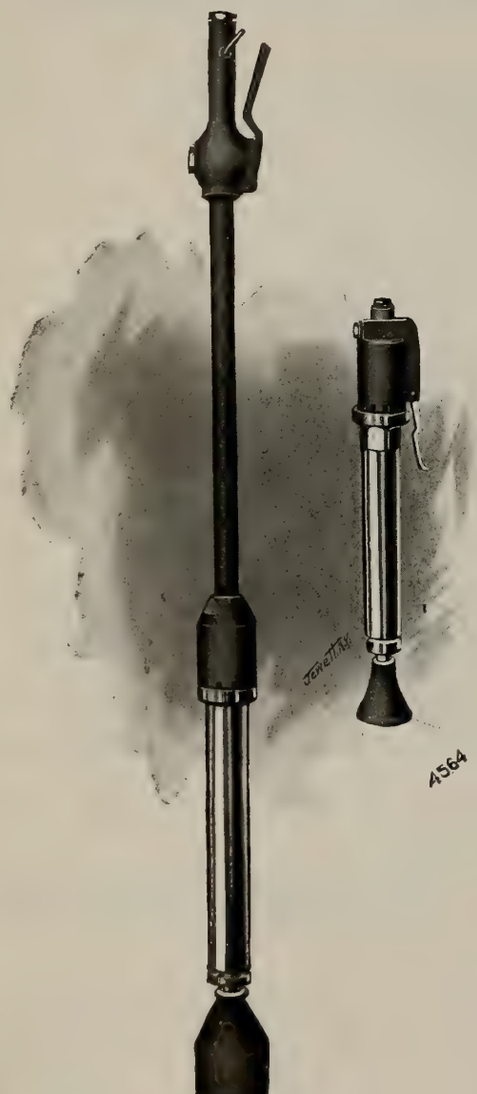
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Other "Little Davids" Chip, Grind, Break Cores, Rivet and Drill.

Write for catalogue describing them all.

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An Automatic Factory

New Plant of Canadian General Electric Company, Limited, in Toronto

The new factory of the Canadian General Electric Company, Limited, on Wallace Avenue, Toronto, is a good example of an automatic factory, says the *Canadian Manufacturer*. It is devoted to the manufacture of lamp bases, sockets and other electric supplies. The demand has grown to such an extent that they can be manufactured at their present low cost by making them automatically, giving quantity and quality production.

In the manufacture of lamp bases for instance, strips of brass are fed into the machine and blanks stamped out to required diameter. These are formed to shape in steps, almost human fingers advancing the parts step by step in the drawing operation.

Other automatics put on the thread while the bases are finished in others. The glass end of the base is put in automatically, air being used in a unique manner to govern the amount of glass. As soon as the required quantity is poured into the inverted base, the table revolves and the air automatically blows the glass away until the next base is in position.

These devices were worked out under the direction of C. S. Mallett, works manager, and are excellent examples of what can be done in a factory when the demand is sufficient to warrant quantity production.

To take care of the growing demand for electric supplies four new modern kilns are being built at the Peterborough works. This will multiply the present output of porcelain by six and assure uniform texture.

The new Wallace Avenue factory is a daylight factory, mill construction. Every convenience has been furnished for the employees. A fully equipped hospital has been supplied, and on the top floor a very fine cafeteria and recreation room. Mr. Mallett is justly proud of this feature. Food is furnished at cost and tables are supplied for the use of those who bring their lunches. The factory has its own orchestra and is generous with its music at employees' functions.

Receive Large Order

Canadian Mead-Morrison Co., Limited, Secure Order for Equipment from Sarnia

Canadian Mead-Morrison Co., Limited, have closed a contract with the Imperial Oil, Limited, for the installation at their Sarnia Refinery of two Mead-Morrison steam operated coal unloading towers and a Mead-Morrison cable railway system to operate on an elevated trestle. The coal will be discharged from steamships at the rate of 400 tons per hour and will be loaded into storage pockets. The mechanical equipment for this installation will all be built at the Canadian Mead-Morrison Company's shops at Welland. In addition to furnishing the equipment the company are acting as engineers and are designing the steel structures including the towers, trestles, bridges and storage pockets.

Commence Operations

Clarke Brothers Paper Mills, Limited, Making Fibre Board Boxes at St. John, N.B.

Clarke Brothers Paper Mills, Limited, have started making boxes at their new plant at Glen Falls, just out of St. John, N.B.

The factory consists of two buildings, and will be used exclusively for the manufacture of fibre board, as well as corrugated and fibre board boxes, which will be made from the highest grade of Kraft pulp, to be supplied by Clarke Brothers, Limited, and shipped across the Bay of Fundy from their Bear River plant.

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NEW GLASGOW, N.S.

Soy Products, Limited

Will Manufacture Synthetic Milk and Similar Products at Hamilton, Ontario

Soy Products, Limited, is the name of a firm recently organized in Hamilton, Ontario, to manufacture a synthetic milk from the soy bean under a secret process procured from F. Tildesley, an English food chemist, who will superintend the manufacture of the product.

The company have secured two acres of land on which the Frid Construction Company, Limited, of Hamilton, are now erecting the first unit of the plant. This is composed of a two-storey process building, 40 x 75 feet, a dryer building, 40 x 50 feet, and a boiler room, 40 x 24 feet, built of red brick.

The products to be manufactured at present are malted milk powder and whole milk powder. At a later date by-products from the process will be manufactured into breakfast cereals, coffee substitute and stock food.

The company will employ about twenty hands at the commencement of operations, increasing this number as new units are added. The directorate consists of Josiah J. Dorsey, president and manager; J. W. Frid, vice-president; F. F. Treleaven, secretary; Geo. R. Kellar and Dr. L. A. Truman.

Expansion at Kitchener

Dumart Packing Company, Limited, Commence Construction of an $80,000 Plant

Good headway is being made with the new $80,000 plant of the Dumart Packing Company, Limited, at Kitchener, Ontario. Early in April a large gang of men were set to work on the construction of the new building and it is expected to be completed by the first of August.

Nine or ten years ago Dumarts, Limited, commenced business on a comparatively small scale. The business had a rapid growth and two years ago plans were made for a larger establishment. Conditions at that time, however, were not favorable for building and construction was postponed. It has now been found impossible to delay expansion longer. The plant has worked to capacity through the winter, unaffected by industrial depression, and was able to handle only a comparatively small percentage of the Easter trade.

To make the concern of sufficient size to handle a plant such as was deemed advisable, some new capital was taken into the business and the firm name changed from Dumarts, Limited, to the Dumart Packing Company, Limited. The latter is not a new company but merely an expansion of the old one, the management remaining practically as before. Walter H. Dumart, founder of the business, is president and general manager of the new concern. August Janzen is 1st vice-president; Michael Wunder, of the Wunder Furniture Manufacturing Company, Limited, is 2nd vice-president; Ed. Schierholtz is secretary, and W. J. Smith is treasurer. These men constitute a strong executive which assures the success of the re-organized company.

A tract of land five acres in extent has been purchased on Guelph Street, past Lancaster, the location being ideal for a business of this type. On these premises a 50 by 140 foot building of four storeys and basement is to be erected.

The building work is in charge of the Mace Construction Company of Toronto, specialists in the work of erecting and equipping cold storage and packing houses. Under their direction, nothing is being left undone to make the new plant the most modern and up-to-date to be found in the Dominion.

Cold storage provision is to be made on each floor, sanitation has been cared for in the most efficient manner and apparatus for the complete utilization of the offal has been provided. The building itself will be of reinforced concrete.

The entire plant was planned by architects especially qualified for this type of work. The equipment of the present plant will be installed in the new building when it is finished, and much new equipment will be added.

The larger plant will make it possible for the company to go more extensively into all departments of the packing industry and will mean a much augmented working force, the capacity being estimated at 1,200 hogs per week.

Electric power will be utilized for the work throughout and an auxiliary power plant will be installed for use when necessary. This will ensure power in case of emergency and will enable the company to fill their orders under any and all circumstances.

Improvements Completed

Brompton Pulp and Paper Company's Cardboard Mill Again in Operation

The Brompton Pulp & Paper Company, Limited, East Angus, Quebec, have completed changes and improvements in their cardboard mill and it is now in operation again. Seven Waterous flat screens were placed in the new extension on the west side of the building and an additional vat was installed, making six vats and cylinders now in operation. New and larger pumps have been placed in the basement, and a new stock regulating box has been placed over the machine.

Other improvements include a new broke beater, a new shredder and a new system of steam distribution on the machines. The whole building has been repainted and renovated. Additions to the heating system which are now under way will be the last details in the task of making the cardboard mill an up-to-date plant.

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Thoroughly satisfactory performance is the explanation of these repeat orders.

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Now in Operation

Universal Plate Mill of Dominion Foundries and Steel, Limited, at Hamilton

The new universal plate mill of Dominion Foundries & Steel, Limited, at Hamilton, Ontario, is now in operation and large steel plates, hitherto imported, such as are used for boilers, bridges, tanks and other lines of heavy hardware are now being made in Ontario.

The mill is technically known as a 27-inch universal mill. It will roll universal plate from 7 to 41 inches, shear plate up to 64 inches and will also roll both slabs and billets. As the company make all their own steel they are able to make plate of any specifications that may be required.

Hundreds of thousands of tons of the products to be made by the new mill have been imported every year in the past, mostly from the United States. The operation of this mill is therefore an important development of Canadian industry. It has a capacity of 150,000 tons a year and the company feel that they will be able to take care of the Canadian demand.

New Mill Progresses

Spruce Falls Company's Plant at Kapuskasing Steadily Approaching Completion

Good progress is being made in the new town of Kapuskasing by the Spruce Falls Company in connection with the erection of their sulphite pulp mill, states the *Canada Lumberman*. Reports were recently sent out from the works that the company was curtailing operations and that many men were leaving that district. These reports are misleading as it is only laborers who have been employed in cutting pulpwood that have departed.

The new sulphite pulp mill of the Spruce Falls Company, which will have a maximum capacity of 120 tons, is moving steadily towards completion. The buildings are all up, and the machinery is in process of installation and it is hoped the mill will begin operation by July 1st. Of their entire requirements of pulpwood for ten or twelve months, which have been taken off their own limits, the company purchased only a limited amount from the settlers.

The sawmill of the Spruce Falls Company has a capacity of 35,000 feet per day, and has been cutting up lumber for construction requirements. The company intend erecting a groundwood pulp mill but have deferred that enterprise for the time being and so far have only done preliminary work on their power plant.

Make New Line

Dominion Steel Products Company, Limited, to Manufacture Darling Valves for Canada

Announcement has been made at Brantford, Ontario, of the taking over by the Dominion Steel Products Company, Limited, of some of the lines of the Darling Valve and Manufacturing Company of Williamsport, Pa. This company make a line of valves for waterworks, oil lines and other pipes and hydrants, and have a reputation very high in Canada as well as in the United States, where the parent plant is located. Owing to the high duty on their products, which in the United States sell for a higher price than the products of their competitors, the market in Canada was limited, yet despite this they were used considerably, Brantford and Ottawa being among the cities which utilized their goods.

It is reported that the Dominion Steel Products Company are already receiving business in the new lines. The signing of the contract means that No. 1 and No. 2 plants will be opened for the manufacture of these goods as soon as necessary changes can be made, particularly in the foundry. It will take three or four weeks to bring these changes into effect and to get the plant upon a full production basis.

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Solid Steel Sash



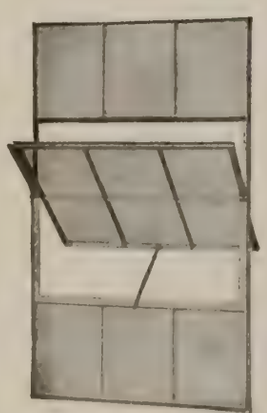
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The interest of the owner is ever our interest. Our object is to serve you repeatedly, and whether the job is large or small the same careful attention is given in either case.

It is by adherence to these principles that the construction work carried out by us has been a matter of permanent satisfaction to the owners.

JOHN V. GRAY CONSTRUCTION CO., LTD.

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A copy of this catalog will be a valuable addition to the reference data available for use by any architect or buyer of such equipment. It will be sent on receipt of a request written on official letter form. The quantity is limited and discrimination therefore is necessary in its distribution.

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Make Playing Fields

Office Specialty Manufacturing Company Assist Employees' Athletic Association

At a meeting of employees of the Office Specialty Manufacturing Company, Limited, of Newmarket, Ontario, it was announced that the company will spend a large sum of money in fitting up the flats adjacent to the factory along the Holland River as a playing field. The company will construct bowling greens, a baseball diamond, tennis courts and a clubhouse. An athletic association has been formed.

Lt.-Col. Harry Hatch

New Vice-president and General Manager of Stanley Steel Company, Limited

At a recent meeting of the directors of the Stanley Steel Company, Limited, Hamilton, Lt.-Col. Harry Hatch was elected vice-president and general manager of the concern. Col. Hatch graduated in mechanical engineering from Queen's University. Previous to the war he was purchasing agent for the Canada Steel Goods Company, Limited, of which his father is president. He served with distinction with the 19th battalion in the war. On his return he was made assistant superintendent of the Stanley Steel Works at New Britain, Conn.

Make Good Showing

St. Maurice Paper Company, Limited, Double Gross Profits During 1920

Gross profits for the St. Maurice Paper Company, Limited, during the year ended December 31st, 1920, amounted to $2,976,636, or more than double those for 1919, which totalled $1,418,804.

After deductions, including depreciation allowance and the setting aside of the $800,000 out of the year's profits as a reserve for contingencies and Government taxation, against $100,000 a year ago, the net profit for 1920 amounted to $1,769,988, compared with $563,924 in 1919, or more than treble.

The year's net was equivalent to 22.68 per cent. on the increased capital stock outstanding, aggregating as at December 31st last $7,899,900, against 11.27 per cent. in 1919 on a capital of $5,000,000.

During the year there was distributed among the shareholders of the company a stock bonus of $1,512,900, while two quarterly payments of 1¼ per cent. each and two of 2 per cent. each, as well as a special dividend of 5 per cent., were paid in cash in the twelve months. These distributions, aggregating $2,301,677, figuring the stock bonus at parity, compared with $187,500 in 1919, when the payments amounted to 3¾ per cent. on the outstanding capitalization.

All requirements met, surplus accounts at the end of 1920 showed a balance of $1,246,450, compared with $1,788,139 a year ago.

The balance-sheet section of the statement discloses a position of great strength, net current assets at the end of 1920 being upward of $3,300,000, against slightly under $2,450,000 in last year's showing. Inventories and expenditures on logging operations totalled $2,863,689, an increase of nearly $400,000 over the 1920 figures, while bank loans, appearing at $475,000 in the 1919 statement, find no counterpart in the 1920 figures.

Properties, timber limits, equipment, etc., are shown in the statement under review at $8,053,038, net additions during the twelve months involving an outlay of $1,002,850. The capital stock of the company was, as stated elsewhere, increased from $5,000,000 to $7,899,900, the change in this respect being due to the distribution of the 30 per cent. stock dividend and the exchange of all but $47,000 of the outstanding bonds, shown a year ago at $1,440,000 into the common stock of the enterprise on a par for par basis during the year.

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ECONOMIES can often be effected by using stampings instead of forgings. The engineers in charge of our Steel Stamping department are prepared, upon request, to place their specialized knowledge at your disposal, to ascertain if stampings can economically replace forgings in your business.

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Skylights, Ventilators, Metal Lath, Expanded Metal
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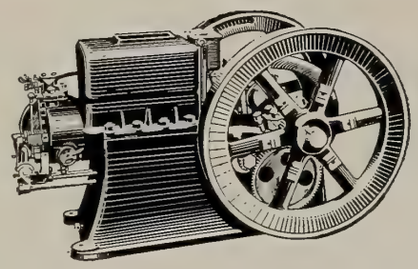
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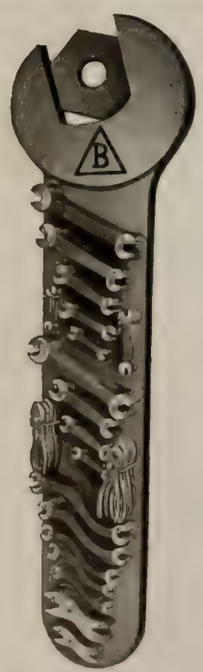
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NEVER WEAR OUT

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Bonus System of National Acme Company

(FROM CANADIAN MACHINERY)

EARLY in January of this year the National Acme Co. inaugurated a premium payment plan, at their Montreal plant, that has been favorably received by the workmen, and its operation, so far, has been very successful and entirely satisfactory both to the employees and to the company. The scheme is being tried out first in connection with automatic and nut machine operators and helpers. Provision is also made to include those employees indirectly associated with the successful operation of the premium system. This is a very important factor in securing maximum efficiency from any proposed plan of this character, as the co-operation of everyone in the plant is required to maintain the spirit of harmony essential to the success of an undertaking of this kind.

Linemen, machine repair men and assistant foremen, who are more or less responsible for the production obtained, are rewarded on the standard of efficiency shown for the month by the department in which they are employed. These awards are made once a month and the amount of the premium is reckoned on a basis of from 10 to 15 per cent. of their month's salary, provided there has been no wilful absence from their regular duties during that period.

Regarding the actual machine operations, the operator and his helper are expected to supervise the running of four machines, and the premium system in force is of a graded character, being increased as the estimated output is obtained on two or more machines. If scheduled production is maintained on the four machines, it is possible for the operator to obtain $1.65 and the helper $1.10 over their regular day rate. Helpers are required to qualify to the satisfaction of the department foreman before they are entitled to participate in the premium payments.

Premiums are not allowed to either operator or helper for any part of the full day less than 9½ hours, for a working day of 10 hours, or for less than 4½ hours on a Saturday half day, even though the estimated production has been obtained, as one of the primary objects was to insure regular attendance at their work for the entire day. However, provision is made for the absence of one or the other; that is, should the operator be away for a greater period than one-half hour and the helper succeeds in getting the required output, the helper will receive his allotted premium, and *vice versa*.

If for any reason it is deemed necessary to reduce the working hours for the day, the premium schedule will be revised to conform to the changed conditions. On work that requires less than a two-day run premiums are not allowed, but work of this kind is distributed as evenly as possible amongst the different operators.

Where any premium plan is in operation there is the possibility, particularly where the class of work is of a varied character, of making errors in the original estimated production. If the production is underestimated the output is revised and the premium allowed on the new estimate. Should the initial estimate exceed the possibility of paying a premium, the company consider they have assumed a loss and no payment is allowed. Where alterations are made in the method of production, such as improved machines or re-tooling, revision of production rate is made and the premium based on the new estimate.

Operators are encouraged to suggest changes that will increase production, but are not permitted to adopt their own ideas without the consent and approval of the department heads. Premiums are allowed only on work accepted by inspectors. If quantity or quality is in question, the matter is investigated by the production clerk, and his decision is final.



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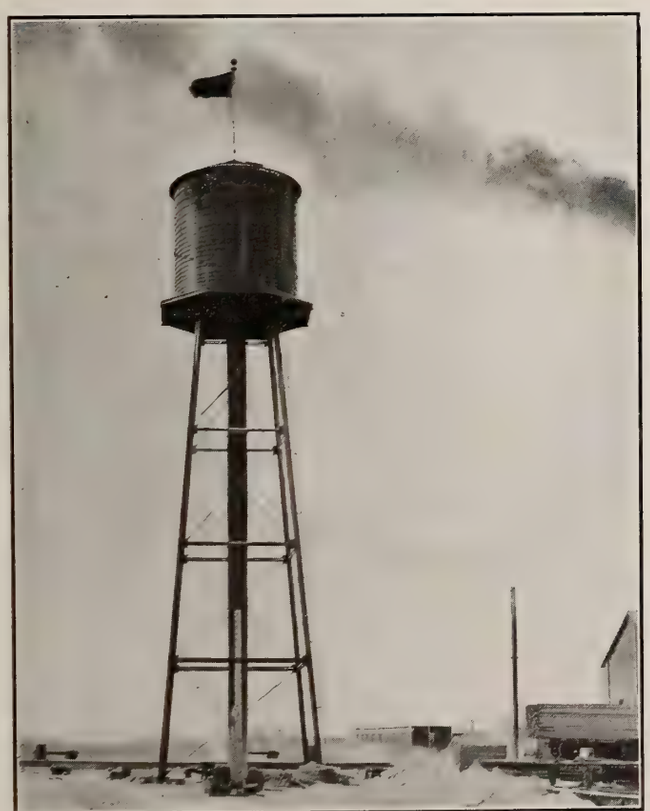
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We recently received a letter from The Pas Lumber Company, who are large manufacturers of Manitoba and Saskatchewan White Spruce Lumber, to the effect that this "TORONTO" installation is giving them entire satisfaction.

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The Chatham Plan

Chamber of Commerce Adopts Resolution on the Subject of Industrial Relations

With the intention of laying down some fundamental principles on which employers and employees can base a satisfactory wage system, the Industrial Relations Committee of the Chatham (Ontario) Chamber of Commerce have drafted a resolution which is being forwarded to all Boards of Trade and Chambers of Commerce in Canada as well as to Government officials. This committee is composed of an equal number of representatives of employers and employees: the Board of Directors of the Chatham Chamber of Commerce, principally employers and professional men, have also approved of the resolution.

"The resolution," states the covering letter from the Chamber of Commerce, "is based on the principle that industry and commerce in the Dominion of Canada should furnish to employer and employee alike, a reasonable return. There has been considerable agitation in many circles for a shorter work-day or a limited number of work hours per week. There has also been in some circles considerable agitation for increased pay, because of increased cost of living, while on the other hand, there has been some discussion in other circles of a very marked reduction of pay. Canada is facing a very peculiar position during this period of reconstruction, and it depends altogether upon the relationship which exists between employers and employees, whether this Dominion can be ready to compete with the rest of the world in world trade and commerce. Unless there can be some ground of harmony and mutual working from which employers and employees can develop and produce to the utmost possible extent, then Canada will not be able to compete with some other nations. Canada has taken the leadership in a good many problems, and we believe that she can take the leadership in this problem of the relationship of the employer and the employee.

"In forming the resolution it has been considered that the average employee should be entitled to a comfortable living and have something which he could lay away against that period of old age when he will be unable to work. It is contended that he should be able to provide properly for his family, under ordinary conditions. It is of course realized that no matter what rate of pay there might be, there are some men who would always be in straitened circumstances, and some families which would always be suffering privation, but it is believed that the average man can meet these conditions if he has a reasonable basic hourly wage. It is also believed that with the worry of financial strain much relieved he will be able to do more and better work in a given number of hours and in this way reap a greater return for his employer and incidentally for himself.

"It is believed further that by such a plan as this, the Dominion will be able to eliminate much of the friction between employers and employees, which has figured in industrial and commercial life in other countries, and has caused such a considerable trouble. It is further believed that such a plan as suggested would do much to offset the ultra socialist who is demanding the large proportion, and who if given his way to-day, would undoubtedly upset business to such an extent that all the country over would suffer."

The resolution reads as follows:—

"Whereas there is considerable discussion on the part of employers and employees relative to hours of work and rates of pay, and

"Whereas it is considered a fundamental principle that employees should have a reasonable number of hours in each week for recreation, and that more and better work can be done when such recreation is possible, and,

"Whereas it is further considered a fundamental principle that every man should have it within his power to provide for his family a reasonably comfortable home, sufficient good substantial food, sufficient proper clothing and opportunity for education, and at the same time, under ordinary

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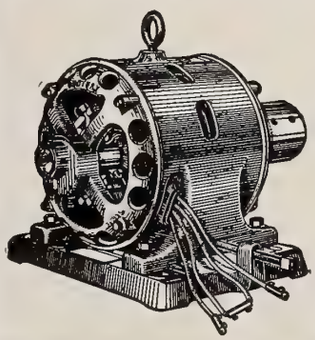
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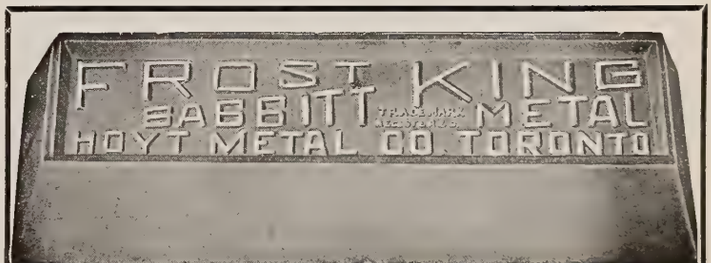
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MONTREAL TORONTO WINNIPEG

conditions, be able to lay away something against the time of old age, and

"Whereas it is generally recognized that there should be a fair and honest day's work for a fair and honest day's pay, and

"Whereas it is becoming more generally realized that there is a mutual responsibility as to work and remuneration,

"Therefore, be it resolved, that the Government of the Dominion of Canada be asked and urged to make a very thorough investigation and inquiry, relative to working and living conditions, calling to their assistance representatives of both employers and employees, and

"That consideration be given to the needs of seasonable industries or employment and to special conditions affecting certain classes of industry and employment, and

"That following such inquiry the Government set by statute what would be considered a reasonable basic work-week, number of hours, and also a basic hourly rate of wage, having consideration of the cost of living and so arranged that fluctuations in the cost of living will govern, giving both employer and employee a square deal and fair to each.

"And be it further resolved, That it is only fair and equitable to employers and employees alike, that no part of Canada should be handicapped to the advantage of any other part of the Dominion, and that this question is Dominion-wide in character."

The Chatham Chamber of Commerce hope that other similar organizations will send in their comments on these points and co-operate with them to advance the best interests of the Dominion.

Saskatchewan with a total of 60,325 automobiles and 424 motorcycles, now stands second in Canada in regard to the number of registered auto vehicles.

Net Profits Decline

Slackness of Metal Markets Affects Consolidated Mining and Smelting Company of Canada, Limited

The slackness of the metal markets which developed last autumn is responsible for a large decline in the net profits of the Consolidated Mining & Smelting Company of Canada, Limited. The annual statement for the year ended December 31st, 1920, has recently been forwarded to shareholders of the company and shows profits of $291,349 for the period against $1,161,605 in the fifteen months covered by the previous statement and $949,245 for the full fiscal 1918 period.

The payment of bond interest and the disbursement of three quarterly dividends on the common stock, together with provision for Federal and Provincial tax requirements, the deficit for the year amounted to $849,319, against an adverse showing of $489,789 at the end of 1919, and $212,152 in 1918.

Expenditures on properties and plants during the twelve months amounted to in excess of $1,850,000, these having been provided for by a special bank loan of $1,750,000, which, it is designated in the statement, is for "accounts capital expenditure, 1920, in anticipation of funding arrangements." Other bank loans, overdraft, etc., at the end of one year were increased to $3,601,204, compared with $3,067,435 in the 1919 statement, while accounts payable grew from $1,183,503 as at December 31st, 1919, to $1,777,463 at the end of 1920.

The value of ores, metals and smelter product on hand and in transit corrected to conform with prices prevailing at the end of the year, is given at $3,336,463, as compared with slightly under $3,000,000 in the previous statement. Other inventories are higher by upwards of $200,000 than a year ago, standing at $1,486,920. Accounts receivable, reflecting the slackness in the conditions prevailing at the end of the year, were down nearly $600,000, being shown in the 1920 statement at $356,316.

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BRANTFORD, ONTARIO, CANADA

Deaths Among Prominent Manufacturers

Philip H. Yawman

President of Office Specialty Manufacturing Company, Limited, of Newmarket

At Rochester, N.Y., on April 5th, occurred the death of Philip H. Yawman, president of the Office Specialty Manufacturing Company, Limited, Newmarket, Ontario. Mr. Yawman's inventive genius was responsible for many of the improvements in office equipment that have been made in the past generation.

His business career commenced forty years ago when he formed a partnership with Gustave Erbe and started manufacturing film spools for the Eastman Kodak Company, who were then a young industry. The Yawman & Erbe Manufacturing Company made steady progress and are now one of the largest manufacturers of office equipment in the United States. The same success rewarded the efforts of the Office Specialty Manufacturing Company in Canada. Mr. Yawman retired from active participation in the associated companies' business affairs some time ago.

George Frame Stephens

President and Founder of G. F. Stephens & Company, Limited, of Winnipeg

The president and founder of G. F. Stephens & Company, Limited, of Winnipeg, George Frame Stephens, died at Pasadena, California, on March 27th. The late Mr. Stephens was born at Tally Ho, near Glencairn, Ontario, in 1851. He was educated at the Collingwood public and high schools and later at the Military Academy then located in Toronto. From school he went into the employ of his uncle, a hardware merchant of Owen Sound, and later went to Montreal where for many years he was connected with the wholesale hardware firm of Benny MacPherson & Co., representing them on the road, first in the Maritime Provinces and the Eastern Townships and later in Ontario.

In February, 1882, Mr. Stephens came to Winnipeg and established the business with which his name has ever since been so honorably connected. In spite of many adverse circumstances and a lack of large capital he was successful and built the enterprise into the large and prosperous firm of the present day.

For many years he was a valued member of the Winnipeg Board of Trade and other business organizations. His breadth of vision and sound judgment contributed largely to the formation of policies that have left a lasting impression on the industrial and financial affairs of the Canadian West.

John S. Kerr

One of the Oldest Citizens and Manufacturers of Ingersoll, Ontario

One of the oldest citizens and manufacturers of Ingersoll, Ontario, John S. Kerr, died suddenly on April 9th following an attack of pneumonia. The late Mr. Kerr had lived practically all his life in Ingersoll, coming there as a boy and succeeding his father in the carriage business carried on by him. He continued in this business until a few years ago when he retired.

For many years Mr. Kerr was a member of the Ingersoll town council. He took a keen interest in Dominion and world politics and for the past fifty years was a member of the Masonic order.

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60 Cycles, 1 Phase, 110 Volts, Second-hand.

3 ½ h.p. 1200 rev., clutch type, T.H.E.
1 1 h.p. 1800 rev., split phase, Peerless.
1 Electric Hoist, 550 volt, 25 cycle, 3 phase, 1000 lbs. capacity. New.

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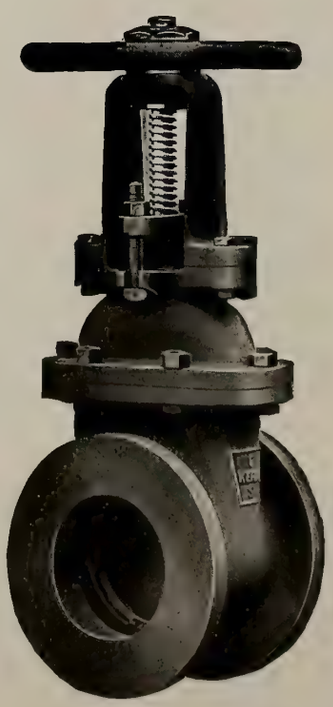
2 2 h.p. Peerless, 110/220 volt, 25 cycle, 1500 rev.
2 2 h.p. Wagner, 110/220 volt, 25 cycle, 1500 rev.
3 1 h.p. Peerless, 110/220 volt, 25 cycle, 1500 rev.
3 1 h.p. Wagner, 110/220 volt, 25 cycle, 1500 rev.
7 ½ h.p. Peerless, 110/220 volt, 25 cycle, 1500 rev.
5 ½ h.p. Wagner, 110/220 volt, 25 cycle, 1500 rev.
1 1 h.p. Wagner, 110/220 volt, 60 cycle, 1800 rev.
1 1 h.p. Westinghouse, 110/220 volt, 60 cycle, 1800 rev.
4 ½ h.p. Wagner, 110/220 volt, 60 cycle, 1800 rev.

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G. R. Elliott

General Manager of Genoa Bay Lumber Company, Limited, Dies at Victoria

The death of G. R. Elliott, part owner and general manager of the Genoa Bay Lumber Company, Limited, occurred recently at Victoria. Mr. Elliott was a pioneer lumberman on the Pacific Coast and a progressive manufacturer.

Until nine years ago Mr. Elliott was in the service of the Victoria Lumber and Manufacturing Company, Limited. He entered that organization as a junior and rose to the position of assistant general manager. When he resigned to organize the new syndicate he took over the Genoa Bay mill.

Mr. Elliott made a careful study of his business, particularly in the realms of export trade and industrial relations. From time to time he contributed articles to trade papers on conditions in the lumber business. In his relations with his employees he was most successful and never had a strike on his hands.

Robert Maw Beal

Founder of R. M. Beal Leather Company, Limited, Dies at Lindsay, Ontario

After an illness of several months' duration, Robert Maw Beal, founder of the R. M. Beal Leather Company, Limited, and ex-mayor of Lindsay, Ontario, died on March 29th in his seventy-third year. By his death Lindsay has lost a citizen who has for many years been prominently identified with its industrial expansion.

The late Mr. Beal was born in Whitby, Ontario, and for some time was in business with his brother, G. E. Beal, in Toronto under the firm name of Beal Bros. The firm also operated a tannery at Uxbridge. In 1899, on the dissolution of the Toronto firm, Mr. Beal moved to Lindsay and started operations in the building formerly known as Lyall's Tannery. Later, increasing business made necessary the erection of the large tannery now occupied by the firm.

For two terms the late manufacturer was mayor of Lindsay, and he always took a keen interest in municipal improvement. A student of social conditions, he frequently contributed articles on social problems to the press. He was fearless in his advocacy of steps to be taken for the amelioration of existing conditions and the betterment of the masses.

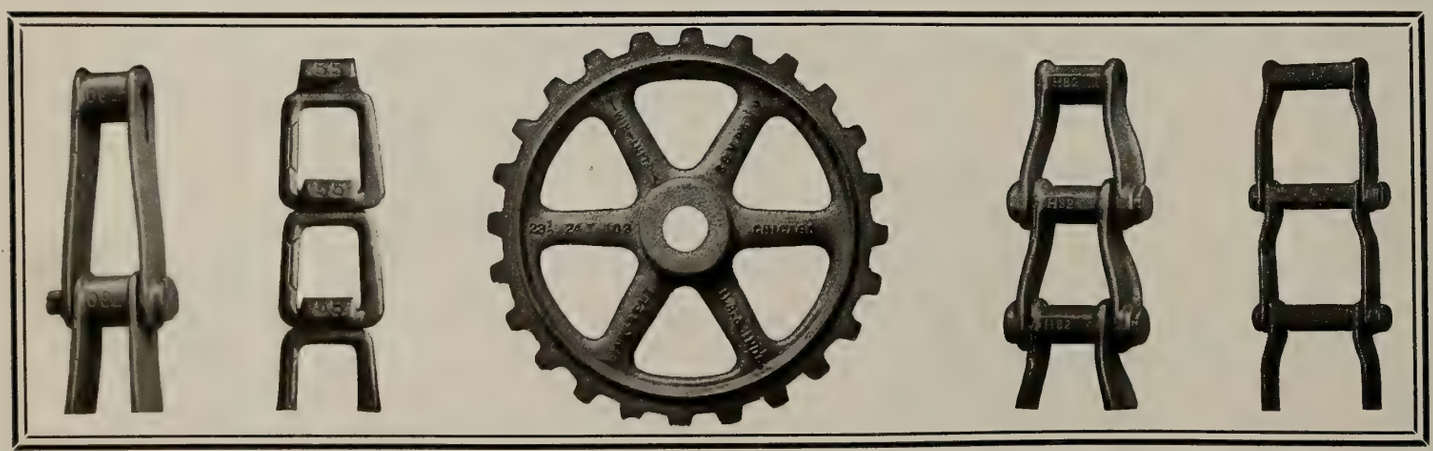
Jacob Lewis Englehart

An Incorporator of the Imperial Oil Company and a Pioneer of Northern Ontario

The death of Jacob Lewis Englehart, one of the original incorporators of the Imperial Oil Company, occurred at the Wellesley Hospital, Toronto, on April 6th. Since 1870, when he came to Canada from the United States, Mr. Englehart has played a notable part in the development of the Province of Ontario.

He was born in Cleveland, Ohio, in 1847 and was educated there. After some years spent in commercial life in the United States, he was attracted to Ontario by the oil boom which was just beginning. He organized the firm of J. L. Englehart & Company at London, Ontario, who were the first concern to operate an oil refinery in Ontario. Later he sold his interests to the London Oil Refining Company and purchased the Carbon Oil Company. This enterprise became part of the Imperial Oil Company, Limited, in 1880, when Mr. Englehart secured their charter. The following year he became vice-president of the company and at the time of his death he was the sole surviving member of the original incorporation who continued to occupy a seat on the board.

In public life the late Mr. Englehart did memorable work as chairman of the Temiskaming and Northern Ontario Rail-

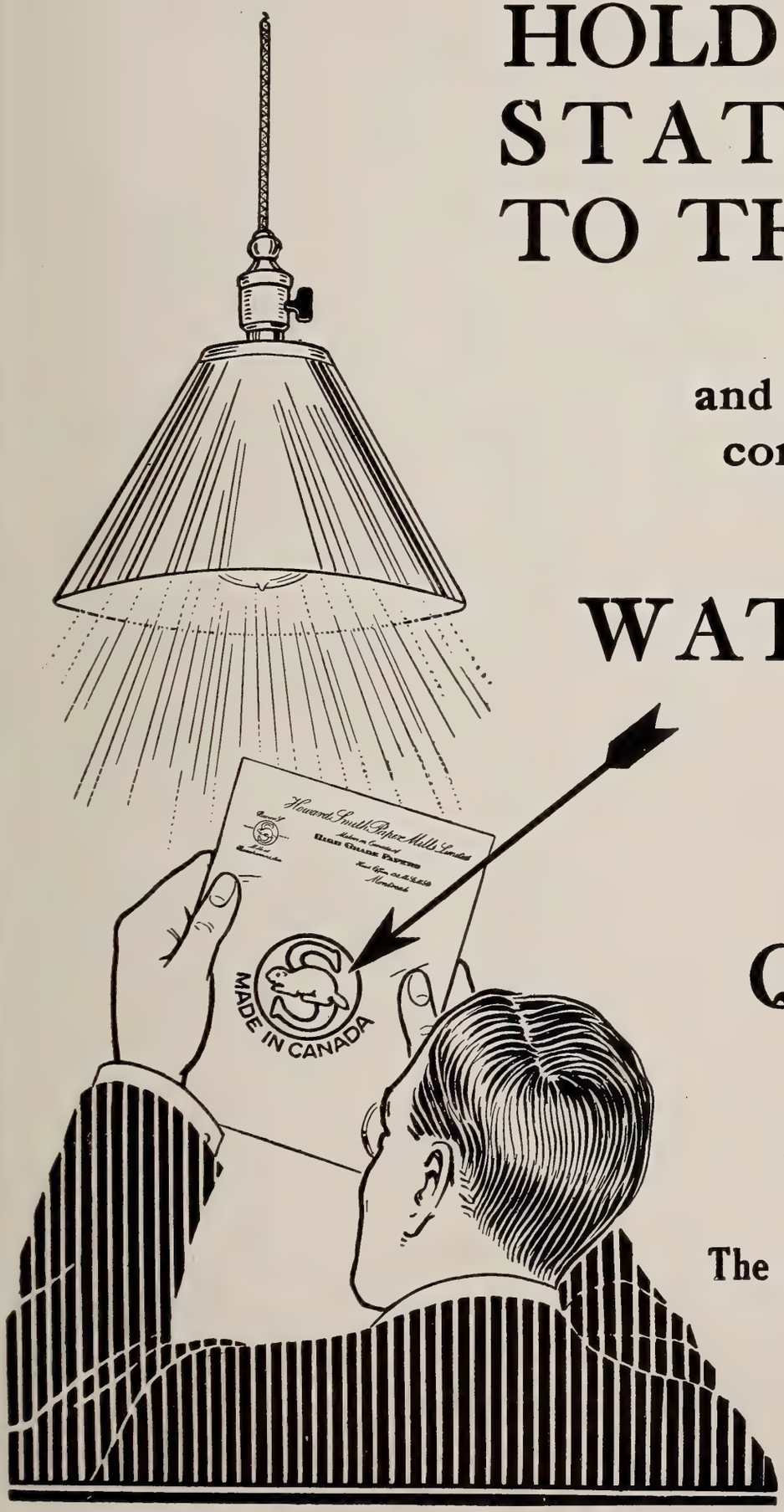


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way Commission. For fourteen years he sacrificed his time and energies to the development of the north country, giving away practically his entire salary in charity.

Mr. Englehart was a naturalized British subject. He was elected a director of the Bank of Toronto in 1912. He was also president of the Crown Savings & Loan Association of Petrolea and vice-president of the London & Western Trust Company.

John Kilburn

Eastern Lumberman and One of the Founders of the Hartt Boot and Shoe Company

John Kilburn, a lumberman of Fredericton, N.B., died recently at his home in that city in his 79th year. He suffered a stroke of paralysis in 1919 which partially deprived him of the power of speech and rendered him almost helpless. Mr. Kilburn was born in the parish of Kingsclear, within fifteen miles of his late home, and spent the greater part of his life in that section. For upwards of forty years he carried on lumbering operations on the upper St John waters, employing a large force of men and cutting annually from ten to fifteen million feet of logs. He personally took charge of his own driving operations and, up to two years ago, he continued in active business. Mr. Kilburn removed to Fredericton twenty-one years ago and played an important part in the industrial development of the capital city of New Brunswick. In conjunction with his brother-in-law, the late O. M. Hartt, he founded the Hartt Boot & Shoe Company. He also played an important part in the reorganization of the John Palmer Company.

Charles Slemin

Vice-President Yawman and Erbe Manufacturing Co., Passes Away at Rochester, N.Y.

Charles Slemin, vice-president in charge of sales of the Yawman and Erbe Manufacturing Company of Rochester, N.Y., an associate company of the Office Specialty Mfg. Company, of Newmarket, Ont., died in Rochester on April 20th following a stroke. He was born in Toronto 62 years ago, but had been with the Rochester company for the past 30 years. His death follows closely that of the president of the company, Philip H. Yawman, who passed away earlier in the month. Mr. Slemin is survived by his wife, two sons, Harry C. Slemin, managing-director of the Office Specialty Mfg. Company, and Geo. C. Slemin, of Markoe, Morgan & Co., New York, and one daughter, Mrs. Babcock, of Rochester. The Office Specialty branches from coast to coast were closed on April 21st as a mark of respect.

A. C. McGregor

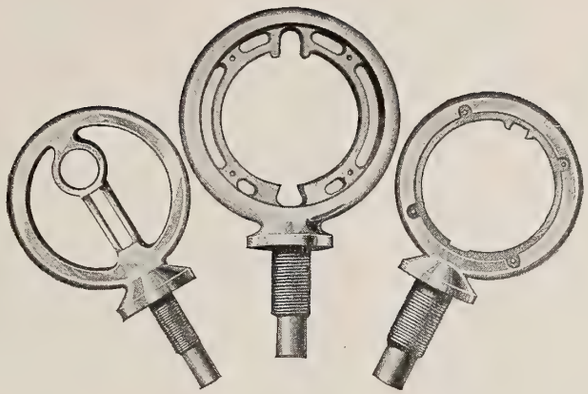
Manager of Canadian Pipe Company, Limited, Vancouver, Dies in Ottawa

The death of A. C. McGregor, manager of the Canadian Pipe Company, Limited, occurred suddenly in Ottawa on March 18th. Mr. McGregor had been a resident of Vancouver for almost fifteen years and for twelve years was active head of the Canadian Pipe Company. During his business career he had dealings with corporations and municipalities in all parts of Canada and his loss will be regretted by many acquaintances throughout the Dominion.

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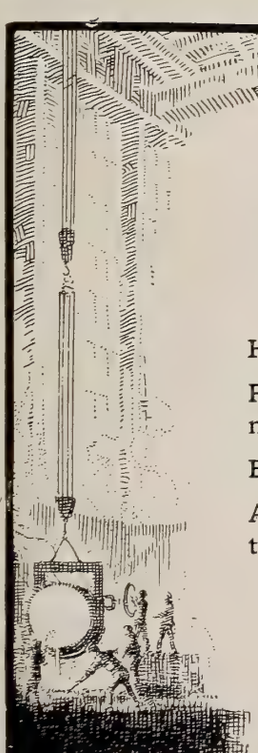
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Price and appearance ***alone*** are unreliable guides and frequently quite misleading.

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FILES AND RASPS

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Bank Clearings

Almost all Clearing Houses Show Decreases During March, 1921

Bank clearings for March, 1921, with three exceptions, were lower at all clearing houses than during March, 1920. Saskatoon, Fort William and Sherbrooke show increases, but only of relatively small amounts, and the net change is a decrease of almost 236 millions. Following are the figures for March as given by the *Monetary Times*:

	March, 1921.	March, 1920.	Changes.
Montreal	$455,162,615	$568,452,098	—$113,289,483
Toronto	403,675,308	439,181,926	— 35,506,618
Winnipeg	168,941,168	191,763,648	— 22,822,480
Vancouver	57,437,770	74,994,746	— 17,556,976
Ottawa	39,831,566	40,941,647	— 1,110,081
Calgary	27,805,902	37,403,388	— 9,597,486
Hamilton	24,751,828	31,324,956	— 6,573,128
Quebec	26,113,776	27,698,374	— 1,584,598
Edmonton	19,756,251	25,069,355	— 5,313,104
Halifax	14,542,134	19,820,570	— 5,278,436
London	13,670,567	15,572,717	— 1,902,150
Regina	15,279,167	17,681,764	— 2,402,597
St. John	11,813,280	15,039,493	— 3,226,213
Victoria	9,785,899	12,150,766	— 2,364,867
Saskatoon	7,950,953	7,281,662	+ 669,291
Moose Jaw	5,666,699	7,097,665	— 1,430,966
Brantford	5,338,434	6,031,500	— 693,066
Brandon	2,816,816	3,106,770	— 289,954
Fort William	3,706,311	3,486,860	+ 219,451
Lethbridge	2,534,800	3,563,432	— 1,028,632
Medicine Hat	1,636,919	1,995,363	— 358,444
New Westminster	2,529,194	3,149,518	— 620,324
Peterboro'	3,999,768	4,064,579	— 64,811
Sherbrooke	4,813,461	4,695,884	+ 117,577
Kitchener	3,935,101	5,432,722	— 1,497,621
Windsor	11,835,218	13,631,266	— 1,796,048
Prince Albert	1,588,688	2,112,950	— 524,262
Totals	$1,336,919,593	$1,572,745,619	—$235,826,026
Kingston	2,951,976	.....	.....
Moncton	5,435,417	.....	.....

Building Conditions

Building and Engineering Operations Showed Sluggishness During March

Building and engineering operations in Canada showed sluggishness during March. The value of contracts awarded throughout the Dominion totalled $10,256,700, compared with $17,641,000 in February, and $21,278,100 in March, 1920. These figures compiled by MacLean Building Reports, Limited, represent the value of 1,167 different projects compared with 734 separate contracts awarded in February. No less than 927 residences were started during the months compared with 544 in February. During the first three months of 1921 the value of residences started totalled $8,793,600, compared with $8,869,200 in 1920, and $4,295,300 in 1919. Real estate agents report an active demand for housing accommodation. The March figures for the Dominion are as follows:

	No.	Value.
RESIDENCES		
Frame	345	$1,082,000
Brick	582	3,499,100
BUSINESS BUILDINGS		
Frame	60	200,400
Brick	134	4,315,000
Concrete	9	51,700
INDUSTRIAL BUILDINGS		
Frame	5	29,800
Brick	11	367,000
Concrete	2	12,000
ENGINEERING CONSTRUCTION		
Steel Bridges	3	332,500
Concrete Bridges	1	7,000
General Engineering	15	360,200
Total for Dominion	1,167	$10,256,700

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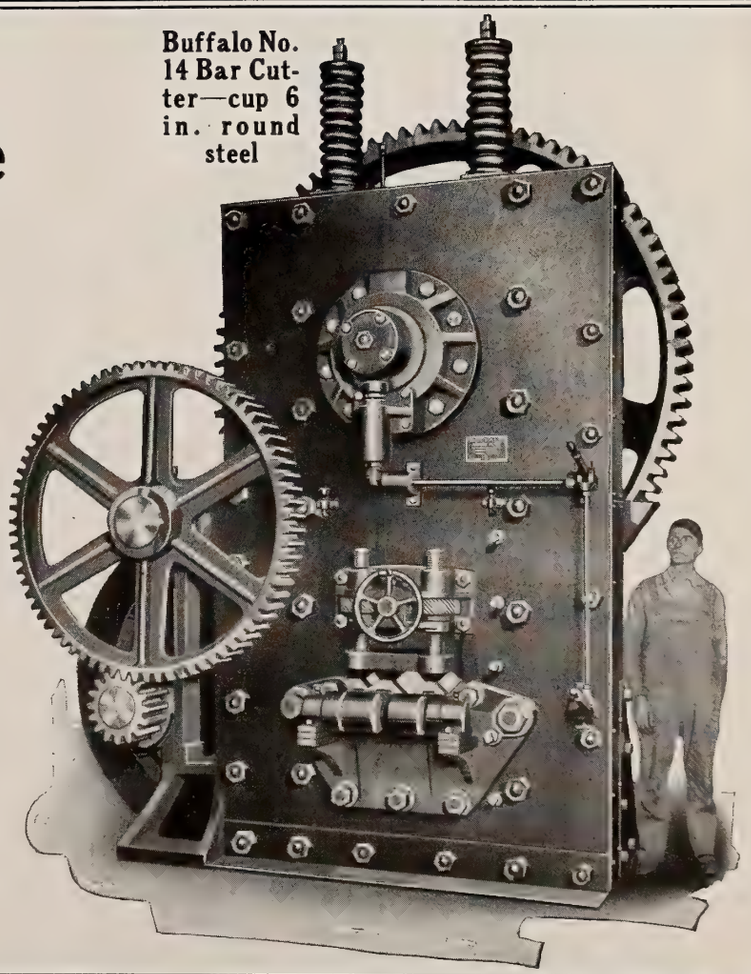
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The Building Outlook

Increased Labor Efficiency Bringing About Reduced Building Costs

Large employers of labor report to MacLean Building Reports, Limited, that an increase in the efficiency of labor has resulted in a considerable reduction in building costs, and that as a result contractors are able to put in lower bids on construction work. The significance of this statement is realized when one considers that the proportion of direct labor in the total cost of a building varies from 40 per cent. to 50 per cent., and in the case of materials the labor charge is from 65 per cent. to 85 per cent. of the total manufacturing cost.

The cost of 48 building materials has declined 16.6 per cent. from the high mark of last May. In a number of instances materials have receded to the basis of replacement costs and have even gone below that point. This factor, combined with greater efficiency on the part of labor, may lead to greater activity during the building season than was anticipated. A very considerable part of the advance in the cost of building has been due to the mistaken idea of some branches of organized labor that the less work each individual workman does the more there will be to go around and the less unemployment there will be.

During the war years there was a marked decline of output per hour per man in the building trades. The increase now reported will encourage people once more to invest money, not only in dwellings but in business structures and public buildings.

After an exhaustive investigation of the building situation a gradual resumption of building activity by spring is prophesied. This will be gradual, month by month, until by late summer it may reach substantial levels.

Railway Earnings

Slight Increase During March in Total Earnings of Transcontinental Lines

Earnings of the transcontinental railways for March, 1921, show a slight increase over those for March, 1920. Decreases are shown in the earnings of the C.P.R. and G.T.R., but the increase in the C.N.R.'s earnings outweighs these. Following are the figures for March, 1921 and 1920:—

	1921.	1920.	
Canadian Pacific Railway ..	$14,466,000	$15,489,000	—$1,023,000
Canadian National Railway..	9,497,740	7,761,326	+ 1,736,414
Grand Trunk Railway	7,916,186	8,079,932	— 163,736
	$31,879,926	$31,330,258	+ $549,668

Employment Returns

Index Number for Week Ending March 26th is 16 Points Lower Than Last Year

The last report received from Dominion Headquarters of the Employment Service before INDUSTRIAL CANADA went to press showed that, during the week ended March 26th, 5,187 firms made employment returns, showing that they had contracted their payrolls by 6,083 persons, or 1 per cent. since the preceding week. Taking the week of January 17th, 1920, as a base equal to 100 these figures represent an index number of 85.9 as compared with 101.8 for the corresponding week last year for the firms reporting at that date. In other words employment for the week under review was almost 16 points lower than during the week ended March 27th, 1920.

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Book Reviews

Chimney Construction

The Construction of Chimneys. Toronto: Vitrified Clay Pipe Publicity Bureau.

This small booklet contains notes, with detail drawings, on the proper construction of chimneys. These notes are based on recommendations made by the National Board of Fire Underwriters of the United States, with a view to reducing the risk of fire. In a foreword it is stated that Canada has secured the unenviable distinction of having the largest per capita fire loss (exclusive of forest fires) of any nation in the world and, as defects in chimneys are accountable for a great many fires, the importance of this work is obvious. Copies of this booklet may be obtained on application to the Vitrified Clay Pipe Publicity Bureau.

Coal Production

The Production of Coal and Coke in Canada. 1919. By John McLeish, B.A., Chief of the Division of Mineral Resources and Statistics. Ottawa: Department of Mines.

For anyone who wishes complete statistical information on the coal industry of Canada, this 40-page report will be invaluable. It gives details of production and value, consumption, importation, exports, with special sections devoted to the operations in the various provinces. In this connection space is devoted to the work of the Lignite Utilization Board of Canada, which will be found valuable.

Some Valuable Statistics

Annual Report of the Royal Bank of Canada, Montreal, 1920.

This book not only shows the prosperous condition of the Royal Bank, but also contains a summary of conditions in Canada in the form of statistical tables dealing with our public finance, production and trade, immigration, customs tariff, etc. An abridged customs tariff with amendments to January, 1921, is one feature of the publication. A summary of the Canada-West Indies preferential trade agreement entered into last year is also included. Two graphic charts show the fluctuations of the franc, the pound and the United States dollar as compared with Canadian currency during 1919 and 1920. Altogether the book is a convenient work of reference for anyone who wishes to obtain statistical data about the Dominion of Canada.

Export Trade

Trading with Egypt. By W. McL. Clarke, Canadian Government Trade Commissioner to Italy. Ottawa: The King's Printer.

Issued as a supplement to the *Weekly Bulletin* of the Department of Trade and Commerce, this booklet gives a clear summary of the possibilities of trade with Egypt. From a study of present requirements of the market the writer is led to believe that a Canadian export trade can be worked up in Egypt, principally in wheat flour, lumber, newsprint, wrapping paper, boots and shoes, tea, tinned foods, cheese and cured fish, and that, by means of persistent effort, openings can be created for Canadian timber, machinery, agricultural machinery, hardware, manufactured iron and steel goods and automobile. He also believes that, without much difficulty, an opening could be created for cotton and woollen piece goods.

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The Gas Industry in Canada

The Illuminating and Fuel Gas Industry in Canada in 1918. Advance chapter of "Chemicals and Allied Products in Canada in 1918." Prepared under the direction of S. J. Cook, B.A., A.L.C. Ottawa: Dominion Bureau of Statistics.

This is largely a statistical record of the industry giving figures covering assets, number of employees, amount of wages and salaries, materials consumed, products, etc. Thirty-eight plants reported, twenty of the number being in Ontario.

Improving Industrial Relations

Eliminating the "Scrap from Lumber." By P. L. Abbey, manager, the Industrial Service Company, Alisky Building, Portland, Oregon, U.S.A.

A valuable contribution to the literature dealing with industrial relations is made by this booklet, written by the former secretary-manager of the Loyal Legion of Loggers and Lumbermen. This organization was originally formed as a labor-stabilizing medium during the war. At first it was simply a patriotic enrolment of men pledging themselves to maximum efforts, but conditions forced it to widen its scope until it became a most potent force in the adjustment of differences between employer and employee.

The war ended before the "4-L's" had much chance to put its principles to a decisive test, but its usefulness had been demonstrated and a continuance of the organization was agreed upon. One great feature of the 4-L's is that both employer and employee are eligible for membership and meet on common ground. The workman is insured a just and equitable wage and the employer a maximum degree of efficiency. During the big strike in Seattle in February, 1919, 4-L's men stayed on the job, and the same proof of soundness has been given during other smaller strikes. The eight-hour day is one feature of the constitution, but employers report that they are getting production equal to or greater than that obtained when they worked on the ten-hour basis.

The booklet is a good illustration of the benefits that may be gained by a successful application of the principles of industrial relations. It may be obtained from the author on request.

Fire Protection

Structural Defects Influencing the Spread of Fire. Boston, Massachusetts: The National Fire Protective Association.

The purpose of this pamphlet, which has been prepared by the Committee on Manufacturing Risks and Special Hazards of the N.F.P.A., is to point out some of the more common faults in the construction of industrial buildings that add an unnecessary fire hazard to the plants in which they occur. The various defects are briefly but clearly discussed and suggestions for their elimination are given, illustrated by a number of diagrams.

Joint Councils in Industry

Report of a Conference on Industrial Relations. Held at Ottawa, February 21st and 22nd, 1921. Supplement to *Labour Gazette*, March, 1921. Ottawa: Department of Labor.

This report constitutes the second bulletin in the Industrial Relations Series being issued by the Department of Labor. A condensed report of this interesting conference appeared in the March issue of INDUSTRIAL CANADA, but in the present pamphlet a verbatim report of the proceedings is supplied. It will be recalled that the conference was called

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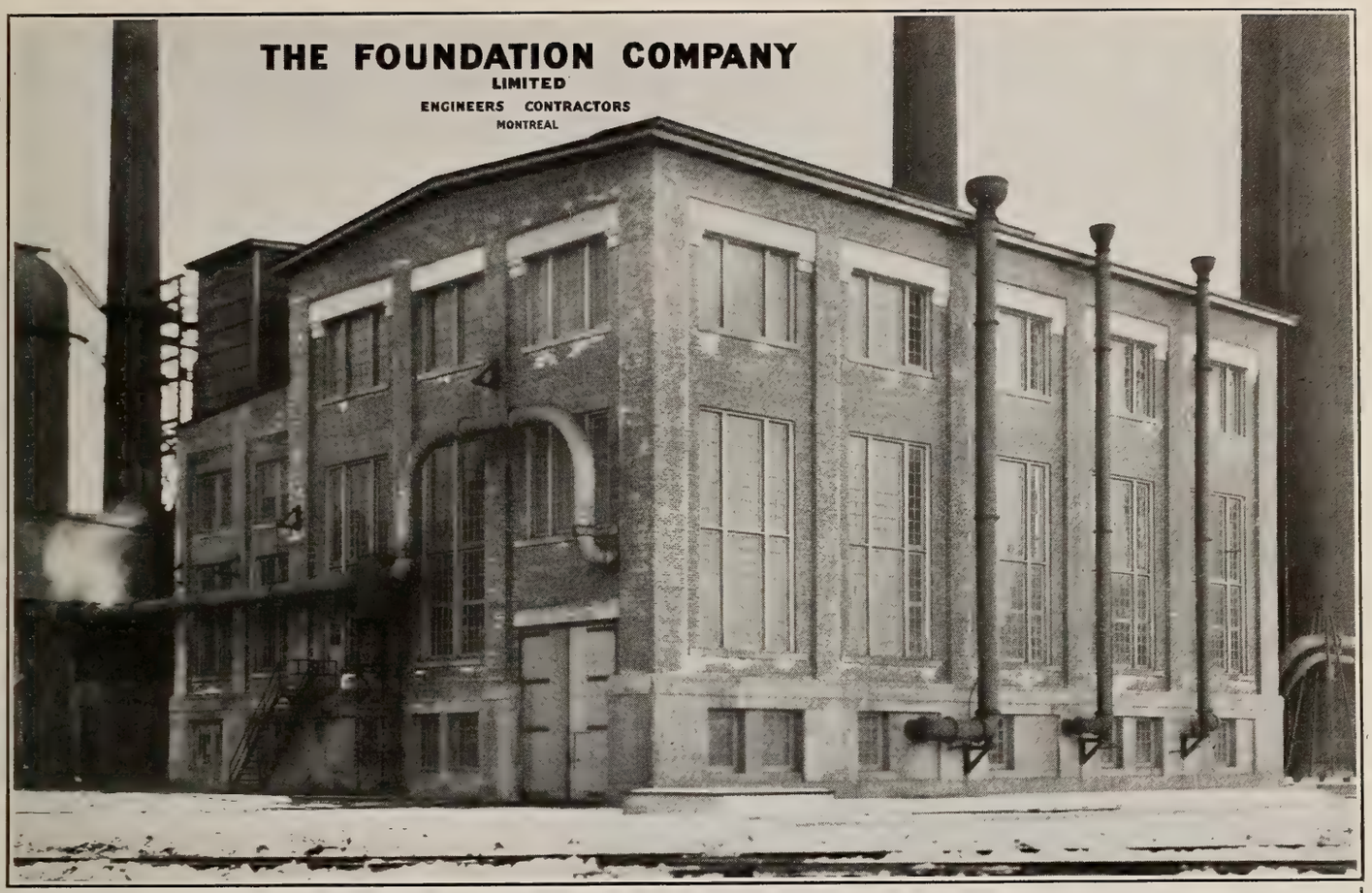
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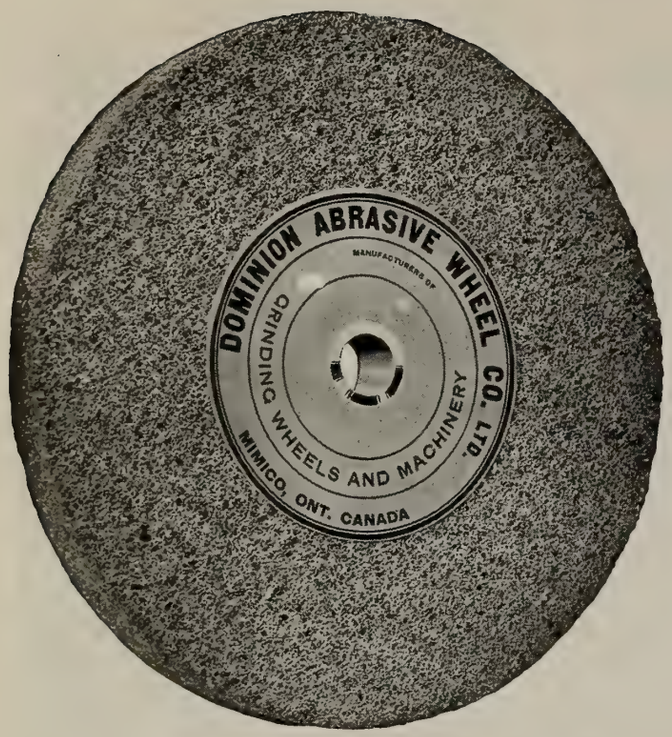
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by Hon. G. D. Robertson, Minister of Labor, and was attended by representatives of a number of the larger employing companies in Canada who have established joint councils with their employees. The information given is both informative and suggestive and will well repay perusal by all employers of labor.

Information About Montreal

Montreal Annuaire—Year Book 1921. Montreal: La Chambre de commerce du district de Montreal.

This is the first issue of what gives promise to become a very useful annual publication. It contains valuable information about the city of Montreal, its history and development, the resources of raw materials within its reach and its transportation facilities, but its chief value for business purposes will be found in the classified list of manufacturers and wholesalers in the city. An excellent series of indices will assist those who consult the volume to find any desired information.

Specifications for Wire

Standard Specifications for Galvanized Telegraph and Telephone Wire. Ottawa: Canadian Engineering Standards Association. Price 25 cents.

This is the third of the publications of this Association. It contains the specifications prepared by the sub-committee appointed for the purpose. Two qualities of wire (5,000 and 5,600 mile-ohm) and five sizes in each quality are recognized as standards and it is stated that these will cover nearly all regular requirements for telegraph and telephone work. The usefulness of this booklet to all manufacturers and users of telegraph and telephone wire is apparent.

Woods of the Empire

The Empire Timber Exhibition. Circular No. 12. Forestry Branch, Department of the Interior, Ottawa.

This comprises a short report prepared by William B. Stokes, Forest Products Exhibit Specialist, of the Empire Timber Exhibition held in London in July, 1920. The Canadian exhibit is described and the value of Canadian woods to consumers in other parts of the Empire outlined. On the other hand a section in devoted to the possibilities of woods from other parts of the Empire being utilized by Canadian manufacturers. The latter portion of the pamphlet merits the attention of manufacturers who are importing woods for various purposes.

Water Resources of British Columbia

Hydrometric Survey of British Columbia for the Climatic Year 1918-19. Ottawa: Department of the Interior, 1921.

This is number twenty-five of the water resources papers giving reports on the work being done by the Dominion Water Power Branch. The present publication forms the seventh report presenting data of stream flow in the Province of British Columbia. The collecting of this data has been furthered by the Provincial Water Rights Branch, who have also co-operated financially in carrying out the work, and by some other organizations. A list of the stations maintained by the survey with the records of stream flow reported by them is the main feature of the book.

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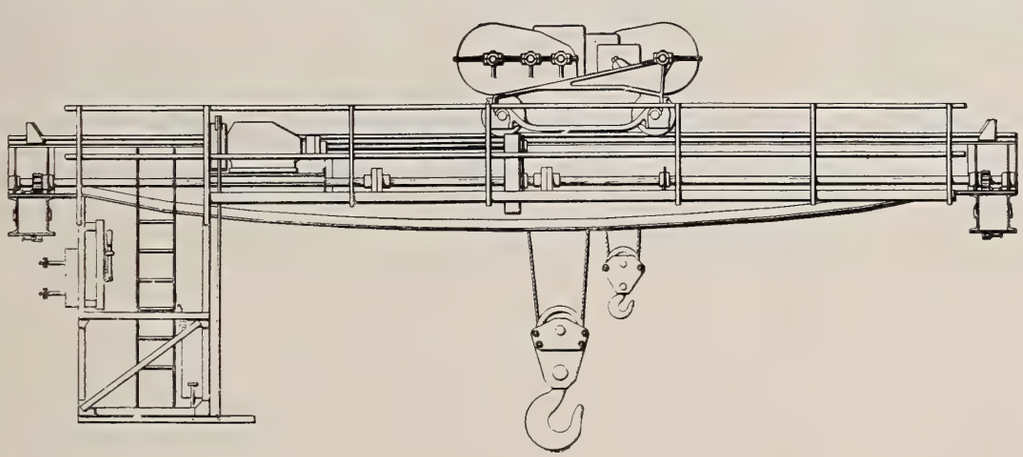
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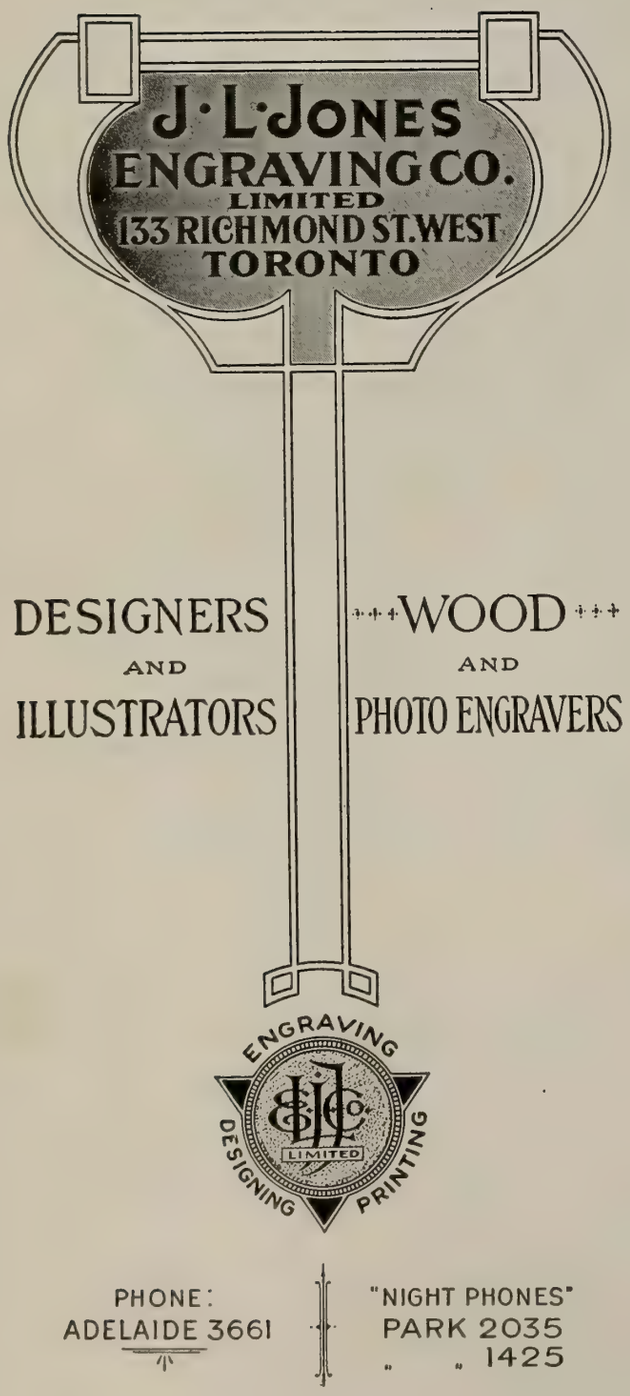
Our Modern Plant is fully equipped to supply castings of every description in

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Hull Iron & Steel Foundries, Ltd.

HULL QUEBEC



Personals

Thomas Palmer Howard

Ex-President C.M.A. Appointed Comptroller of the C. Howard Smith Paper Mills, Ltd.

Increasing recognition of administrative ability comes to ex-President T. P. Howard of the C.M.A., whose numerous friends throughout Canada have heard with pleasure that he has recently been appointed Comptroller of the Howard Smith Paper Mills, Limited, Montreal. This does not mean that Mr. Howard is severing his connection with the Phoenix Bridge & Iron Works, Limited, of which he has been general manager for several years. He retains this position but adds to its duties those of the new office created by the paper company, of which his close personal friend, C. Howard Smith, is the head. With two such aggressive business men as Messrs. Smith and Howard directing the affairs of this expanding paper industry, its success should be assured.

Changes in Directorate

Charles Riordon Becomes Honorary President of the Riordon Company, Limited

At a meeting of the directors of the Riordon Company, Limited, held in Montreal on April 9th, Charles Riordon, up to that time president of the company, was elected honorary president, and Carl Riordon, formerly vice-president, succeeded him. Frank P. Jones, general manager of the Canada Cement Company, has joined the Riordon board and becomes vice-president of the company.

In addition to the above changes three other new members were added to the directorate. These are George M. McKee, general manager of the Donnacona Paper Company; F. E. Bronson of the Bronson Company, and F. N. Southam of the Southam Press, Montreal.

J. D. Payne

Secretary-Treasurer of Empire Cotton Mills, Limited, Becomes Manager

J. D. Payne has been appointed to the position of manager of the Empire Cotton Mills, Limited, one of the largest industries at Welland, Ont.

Previous to December, 1912, Mr. Payne was the local agent of the M.C.R.R., having served that line for some eighteen years in various capacities, from superintendent's office boy at St. Thomas to agent and general yardmaster at Welland. He had wide experience in railroad work, working for the M.C.R.R. from Buffalo to Chicago.

In December, 1912, the Empire Cotton Mills decided to locate at Welland and J. D. Payne went to work for the new concern as traffic manager, a position he held until 1917, when he became secretary-treasurer of the company.

Hugh D. Scully

Former C.M.A. Official Becomes General Manager of the Preston Car and Coach Co., Limited

Another step up the ladder of success has been taken by Hugh D. Scully, who commenced his business career several years ago in the offices of the C.M.A., Toronto. Mr. Scully has been appointed general manager of the Preston Car & Coach Co., Limited, Preston, Ont., and is removing from Toronto to Preston. Following graduation from the University of Toronto, Mr. Scully acted for a time as secretary Toronto



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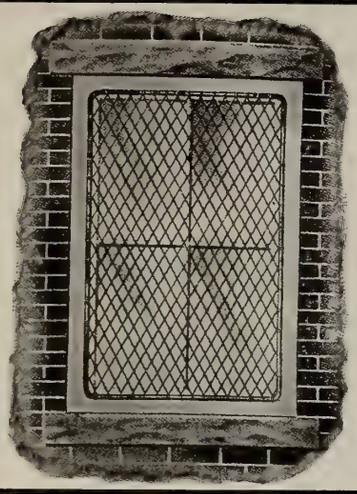
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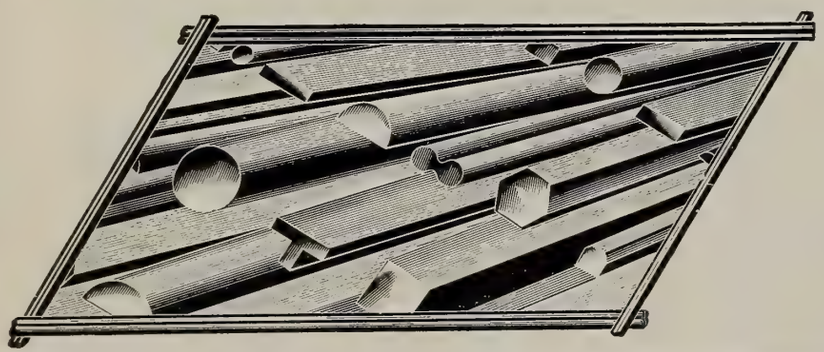
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Wires, Wire Nails, Wood Screws, etc.

WORKS: LACHINE CANAL .. MONTREAL, CANADA

Branch, C.M.A. He later served as secretary of the Home Markets Association, organizing the work of that organization. As treasurer of the Russell Motor Car Co. and later as manager of the Toronto office of the Willys-Overland Co., he obtained valuable experience in administrative work, which will fit him for his new responsibilities. He is well known and popular in Association circles.

Staged Successful Sale

Merchants of Woodstock Featured Made-in-Canada Goods in Their Stores

On March 12th, a Made-in-Canada sale was held by the merchants of Woodstock. Special displays of all kinds of goods made in Canada were made in the windows and throughout the stores, special prices were offered and large display advertisements were carried in the local paper. Red, white and blue window streamers distinguished the stores that were participating.

As a means of working up interest a whole carcass of prime beef was offered as a prize. With every dollar expended, a coupon was given, which entitled the holder to a guess as to how much a young heifer, displayed on the main street, would weigh when killed and dressed. The person guessing nearest had the choice of a quarter of the entire beef; the person guessing next received the choice of one of the remaining quarters, etc. Hundreds of estimates were turned in during the sale.

After the sale merchants reported that it had been quite successful, totals for the day aggregating at least one hundred per cent. more than those of an ordinary Saturday's business.

Export Credits Scheme of League of Nations

EXPLAINED BY SIR D. D. FRASER

AN explanation of the export credits scheme adopted by the League of Nations to overcome the difficulties incidental to the impoverished condition of many importing nations was recently given to a meeting of Manchester business men by Sir D. Drummond Fraser, chief organizer of the Ter Meulen bonds scheme for the League of Nations.

Outlining the process by which the Ter Meulen bond scheme would operate, Sir Drummond Fraser said that a needy country wishing to foster trade would go to the League of Nations, as a private trader would go to his bank, and offer a statement of its position and of the transactions it wished to carry through. Just as a bank would require security for the repayment of the debt which a private trader proposed to incur, so the League would ask the Government of the needy country for some definite asset to be pledged against the credit it was intended to open in favor of the needy country. The kind of assets that would be acceptable could easily be imagined. The transaction it was proposed to facilitate would probably be the importation of goods by some private individual in the needy country, though there was no objection to the Government of that country importing goods, especially goods like food and raw materials. It was necessary therefore to devise an arrangement by which the assets pledged by the Government of the needy country could be made available to the private importer to facilitate his importations. This was done by bonds which represented on paper the arrangement entered into between the Government of the needy country and the League of Nations. These were the Ter Meulen bonds, which the importer could use as collateral security when his proposed

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They last indefinitely too

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MONTREAL

transactions were approved by a commission of business men appointed by the League.

The bonds would be lent to the importer, and the Government of the importer's country would, if they thought fit, take security from him for the loss of the bonds. Having borrowed the bonds from his Government, the importer would send them to the exporter in the country with which he was dealing, and there they would be held as a guarantee of the fulfilment of the conditions on which he had obtained his goods on credit. When in due course he had paid for his goods on the agreed terms, the bond would be returned to him intact, and he would hand it over to his Government. The security he gave for the bond would be realized, and the bond would become available for financing other approved transactions. By this arrangement all parties were protected in great measure from eventual loss.

The advantage of the scheme to the importer was obvious. What about the exporter? Just as the poverty of the impoverished country was got over by the credit, so too was the lack of confidence on the part of the exporter. Consider the powerful stimulants applied to the flagging confidence of the exporter. Having satisfied himself as to the standing of his customer, he would carry through the transaction, would hold a bond issued by his customer's country and secured by assets paid over to the League of Nations. The bond would be amply covered by the revenue assigned to its service, and there would be a good margin for exchange risks. If his customer failed, the exporter would be entitled to present the bond to the Government which issued it and ask them to redeem it, and in the last resort could choose between two alternatives: holding the security until it was due or handing it over to a holding company. Would it be reasonable to refuse trade on such terms? He did not think British commerce would have established itself on such a scale by refusing risks of the kind that the Ter Meulen scheme involved.

A Negotiable Security

Probably someone would want to know that the collateral security which he held was readily negotiable, and would also require to be assured of protection against the risk of some social or political convulsion which might overtake the country with which he was dealing The question of making Ter Meulen bonds readily negotiable concerned, in the first place, the banks and the investing public of the exporter's own country. He was satisfied the banks of this country were ready to co-operate if they could obtain from the Government some degree of protection against the exceptional risks of the present time. The Government, he could tell them, was ready to go a long way in supporting the scheme, and Sir Robert Horne told the House of Commons that in the case of an importer tendering a Ter Meulen bond representing the full value of the purchase, a guarantee would be given, if the prices were fair, up to 85 per cent. on the face value of the bond. This was the Government reply to a suggestion he made. As regards the investing public, they would remember that he held out some prospect that an exporter holding defaulters' bonds might be able to pass them on to a holding company or a credit association. That was another suggestion he made to the Government, and there had been a handsome response.

The reason why the Ter Meulen scheme had survived out of the many proposed since the Armistice was, he thought, that it would not foster one-sided trade to the advantage of exporters who wanted to be relieved of their stock, but would induce a genuine, continuous flow of trade through the normal channels. He attached the greatest importance to working as far as possible with the accepted machinery of trade, that already existed. The machinery was there, and only needed lubricating. He viewed with the greatest distrust all the elaborate innovations and improvisations which might tickle the imagination of theorists, and bureaucrats, and they might take it from him that formalities and controls would be reduced to a minimum, and that he would avoid as far as possible any interference with the methods that had been found most effective.



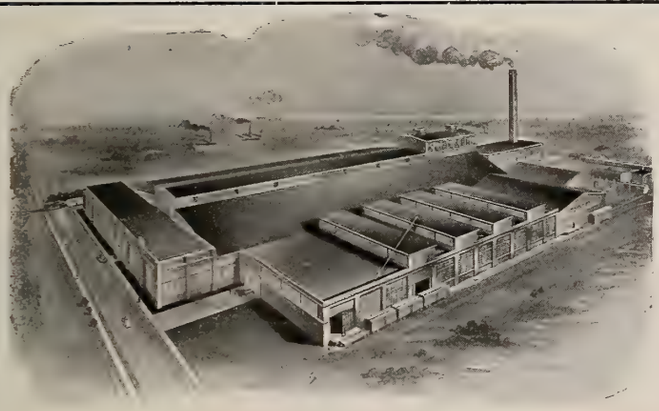
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Industrial Statistics

Baking Powder Industry

Figures for the Calendar Year 1919 Covering 22 Canadian Plants

The Dominion Bureau of Statistics has completed a preliminary report on the baking powder and flavoring extract industry for 1919. This report covers the operations of 22 individual plants located by provinces as follows: Quebec, 12; Ontario, 8; and one each in Manitoba and Nova Scotia. Below are some of the principal figures relating to the industry:

Capital invested	$2,661,424
Lands, buildings, and fixtures	$621,486
Machinery and tools	$401,274
Materials on hand, etc.	$975,545
Cash and accounts	$663,119
Employees (number)	669
Salaries and wages	$590,560
Fuel consumption (value)	$7,020
Miscellaneous expenses	$781,412
Materials used (value)	$2,158,297
Calcium acid phosphate	$247,883
Starch	$117,775
Sugar	$148,789
Production (total value)	$3,963,790
Baking powder	$1,402,160
Flavoring extracts, etc.	$426,699
Yeast, compressed and dry	$521,000

Automobile Industry

Statistics of Automobile, Automobile Accessories and Automobile Repair Plants for 1919

The preliminary report on the automobile industry in Canada classifies the plants under three heads—automobiles, automobile accessories and automobile repairs. For 1,289 plants with an invested capital of $56,943,018, the value of the products during the year amounted to $101,196,706. The principal figures of the industry are as follows:—

Capital invested	$56,943,018
Automobile	$34,949,739
Auto accessory	$8,364,991
Auto repair	$13,628,288
Employees (number)	12,139
Salaries and wages	$15,389,74[illegible]
Fuel consumption (value)	$503,471
Miscellaneous expenses	$11,607,735
Materials used (value)	$61,280,964
Automobiles	$51,690,715
Auto accessories	$5,221,439
Auto repairs	$4,368,810
Production (value)	$101,196,706
Touring cars	$52,576,524
Trucks	$4,849,398
Tractors	$726,576

Canned Fruit Industry

Dominion Bureau of Statistics Publishes Evaporating. Canning and Preserving Figures

A preliminary report of the evaporating, canning and preserving of fruits and vegetables for the calendar year 1919 has been completed by the Dominion Bureau of Statistics. Of the 237 plants covered by the report, 77 are engaged in evaporating with an invested capital of $1,225,485; 120 in canning with a capital of $10,133,682; and 40 in preserving with a capital of $4,597,528. The principal figures of the industry are:—

Capital invested	$15,956,695
Employees (number)	5,984
Salaries and wages	$3,184,663
Fuel consumption (value)	$362,031
Miscellaneous expenses	$2,158,499
Materials used (value)	$16,943,241
Evaporated products (value)	$1,676,317
Canned products (value)	$16,013,392
Preserved products (value)	$9,042,851

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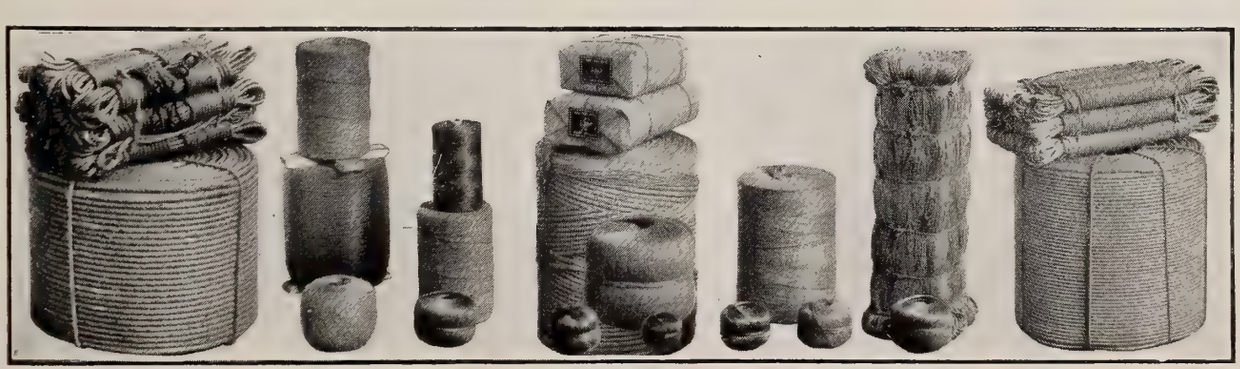
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AT MANUFACTURERS' PRICES



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DOON TWINES LIMITED

SPINNING MILLS AT DOON AND KITCHENER

Head Office: Kitchener, Ontario

In Slack Times

the product which is sold on a purely quality basis, suffers the least. When the demand is unusually great for cutting tools, buyers are sometimes forced to buy tools of indifferent quality—because they must have ***some*** tools. But when demand slackens they go back always to the quality first principle.

BUTTERFIELD TAPS

exemplify this admirably. Our customers stay right with us. For them there is one standard by which a cutting tool can always be safely judged—the name "BUTTERFIELD" on the shank constitutes a warranty that is worth more than many yards of engraved type on a certificate.

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Minard's Liniment

Office and Laboratory: Yarmouth, N.S.
Branch Factory: St. John's, Newfoundland

Bread and Confectionery

Manufacture of Bread, Biscuits, Confectionery and Ice Cream in Canada

The survey of 2,015 individual plants engaged in the manufacture of bread, biscuits, confectionery and ice cream, shows a capital investment of $51,466,410 for the calendar year 1919. The more important statistics of the industry as compiled by the Dominion Bureau of Statistics are:—

Capital invested	$51,466,410
Machinery and tools	$10,175,344
Land, buildings, etc.	$18,546,958
Materials on hand, etc.	$10,748,964
Cash and accounts	$11,995,144
Employees (number)	22,098
Male	13,593
Female	8,505
Salaries and wages	$18,766,811
Fuel consumption (value)	$1,520,762
Miscellaneous expenses	$9,592,103
Materials used (value)	$61,989,255
Production (value)	$104,868,699
Bread	$42,947,886
Biscuits	$15,433.794
Confectionery	$31,613,274

Opportunity for Employees

Spanish River Pulp and Paper Mills Make Generous Offer to Employee-Investors

The Spanish River Pulp and Paper Mills, Limited, who recently sold to the Royal Securities Corporation, Limited, of Montreal, $3,000,000 of 8 per cent. general mortgage bonds, have arranged to buy back $25,000 of these for sale to their employees at 95 and accrued interest. When the issue was first offered to the general public at 99 and accrued interest a few of the company's employees subscribed for $7,000. Three investors will be refunded the difference between their purchase price and the price at which they are now being offered.

The amount available at the special price is $18,000, and it is expected that it will be over-subscribed. The return on the security for employees who invest is 8.42 per cent. The bonds are in $500 and $1,000 denominations.

New House Organ

Acton Publishing Company, Limited, Bring Out "The Happy Medium"

The first number of *The Happy Medium*, a new house organ, published by the Acton Publishing Company, Limited, of Toronto and Montreal, and edited by Arthur Phillips, is attractive in appearance and optimistic in tone. "There are two things about a house organ," reads one of the mottoes in the paper, "playing a good tune and having a good organist." *The Happy Medium* successfully fills both requirements.

Owing to the rapid growth of their business in Eastern Canada, the Diamond State Fibre Company of Canada, Limited, with head offices and works in Toronto, have found it necessary to open a branch office at 84 St. Francis Xavier Street, Montreal, where J. Alexander Regan will be in charge.

The Kirsch Manufacturing Company, a branch of the firm of the same name in Sturgis, Michigan, have taken over for a year the plant of the Wayne Tank-Pump Company at Woodstock, Ontario. If their business meets with its anticipated success they may erect a suitable factory of their own next year.



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of your insurance premiums and eliminate all fire worries by having us protect your factory and its output with an

Automatic Sprinkler System

Your savings in insurance premiums buy the complete system on our participating plan.

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LEAD COPPER ZINC

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PRODUCED IN CANADA
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The Consolidated Mining & Smelting Co. of Canada, Ltd.

TRAIL - British Columbia

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CHEMICAL, CORRODING AND COMMON PIG LEAD
HIGH GRADE, BRASS SPECIAL AND PRIME WESTERN ZINC (Spelter)

Ontario Sales Office: C.P.R. Building, Toronto
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CANADA

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Australia and New Zealand

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Through bills of lading issued to all points in Australia, New Zealand, Tasmania and other islands of Oceania.

Marine Insurance effected at rates equal to those given from New York.

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General Traffic Managers

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Adjustment of Loss or Damage, Demurrage and Freight Accounts.

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Toronto, Ontario

Recent Trade Inquiries

A List of Inquiries Received from Various Sources including the Canadian Trade Mission, London; the Canadian Trade Commission, Ottawa; the Department of Trade and Commerce, Ottawa; and the Commercial Intelligence Department, C.M.A., Toronto.

DOMESTIC.

682. Agency: A manufacturers' agent in Montreal wishes to secure the representation of some manufacturers in Ontario.

683. Agency in British Columbia: A firm in Vancouver that already represents three Eastern manufacturers wishes to make connections with a few others who have not already made connections in British Columbia. This firm is especially interested in confectionery and food products.

684 Victoria, B.C.: A firm of manufacturers' agents in Victoria covering the Canadian territory west of the Great Lakes would like to represent a few Eastern Canada manufacturers.

FOREIGN.

685. Food Stuffs: We have an inquiry from a London firm desirous of representing packers of canned food stuffs such as fruits, vegetables and fish. They are especially interested in condensed milk.

686. British Guiana: A firm in British Guiana is in a position to represent Canadian manufacturers of wheat flour and food products.

687. England: A London firm of manufacturers' agents that has been established for over forty years as brokers in canned goods' trade wishes to represent Canadian manufacturers of the following articles: Tomatoes, corn, peas, gallon apples, evaporated apples, and pears, condensed milk, salmon, lobsters, also corned beef and tongue.

688. Buenos Aires: An export and import agent in Buenos Aires who forwards good references desires to make connections with Canadian manufacturers interested in export to the Argentine Republic.

689. South Africa: A representative for a large South African firm of manufacturers' agents who have been established in that country for about fifteen years, will arrive in Canada about the second week in May, and would like to get in touch with manufacturers engaged in making the following articles: Textiles, clothing, carpets, linoleums and hardware. He forwards excellent references.

690. Flour: Belgian agent desires to make preliminary arrangements with Canadian flour mills for the importation of Canadian flour about September, in the event of the flour trade being free by that time.

691. Flour & Grain: A company in Abo, Finland, wish to import flour, wheat, and rye direct from Canada, and invite offers from Canadian millers and shippers.

692. Provisions: Three firms of provision dealers at Zagreb, Jugo-Slavia, would be interested to receive particulars from Canadian exporters of alimentary products.

693. Goloshes: A Manchester firm inquires for a manufacturer of goloshes open to appoint agents to cover the North of England. The firm in the past has handled large quantities of Canadian rubbers and have excellent connections.

694. Agencies in Belfast: An agent and broker in Belfast, Ireland, wishes to be put in touch with Canadian merchants and manufacturers desirous of opening up or increasing their business in the following commodities: Cheese, soaps, wheat, timber, canned goods (all kinds), proprietary lines, chemicals.

695. Electric fans for Steamships: A Liverpool firm make inquiry for electric fans for steamships.

696. Electric heating and cooking apparatus: A Liverpool firm are interested in offers of the above.

697. Colours in Powder, Varnishes, Brushes, etc.: An old-established house in Milan would be glad to consider offers from Canadian firms doing business in colours, varnishes, etc.

698. Ship Chandlers' Supplies: An important firm in Genoa are anxious to get in touch with Canadian firms willing to open up business connections with Italy.

699. Industrial and agricultural machinery, safes, etc.: A Sicilian firm would be glad to hear from Canadian houses dealing in industrial and agricultural machinery, safes, etc. This firm is also disposed to represent Canadian firms.

700. Machinery, rubber goods: A firm in Milan would like to establish relations with Canadian firms exporting machinery and rubber goods.

701. Paints and dyes: Two dealers in paints and dyes at Belgrade, Jugo-Slavia, would be interested to receive particulars from Canadian exporters of these lines.

702. Hardware and metals: A firm in Belgrade, Jugo-Slavia, would be interested to hear from Canadian exporters of hardware, iron and steel and other metal lines, and agricultural implements.

M. S. Wheelwright, of M. S. Wheelwright and Company, was elected to the board of Ames-Holden-McCready, Limited, at the annual meeting in Montreal on March 30th. The new director fills a vacancy which has been in existence for some time.



CHATEAU FRONTENAC · QUEBEC

ON the cliffs of old French Quebec, on the site where the Comte de Frontenac built his Chateau St. Louis in the name of his King, is one of the most individual and beautiful hotels of the world—THE CHATEAU FRONTENAC. Like a king's castle, impressive, dominating, it stands dispensing a royal hospitality, a friendly ease and welcome.

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The Chateau Frontenac is Quebec's social centre — with music, dancing, life and color, and has the perfect, luxurious appointments, the comforts and the individual service, of the chain of CANADIAN PACIFIC hotels of which it is one.

QUEBEC is most easily and conveniently reached from any part of Canada by Canadian Pacific. Frequent day and night trains from both Windsor Street and Place Viger Stations, Montreal.

For full particulars and reservation, address
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S.S. "WAIKAWA" (9,000 tons)
S.S. "WAIHEMO" (8,900 tons)
S.S. "WAITEMATA" (10,000 tons)
S.S. "WAIMARINO" (7,500 tons)

For Fares and Sailings apply to all Agents Canadian Pacific Railway and other Railway and Steamship Agents, or to Canadian-Australasian Royal Mail Line, 440 Seymour St., Vancouver, B.C.

Bureau of Canadian Information



THE CANADIAN PACIFIC RAILWAY, through its Bureau of Canadian Information, will furnish you with the latest reliable information on every phase of industrial and agricultural development in Canada. In the Reference Libraries maintained at Chicago, New York and Montreal are complete data on natural resources, climate, labor, transportation, business openings, etc., in Canada. Additional data is constantly being added.

No charge or obligation attaches to this service. Business organizations are invited to make use of it.

CANADIAN PACIFIC RAILWAY
Department of Colonization and Development

165 E. Ontario St. Chicago — 335 Windsor Station Montreal — 1270 Broadway New York

Ocean Shipping News

Steamship Sailings

Proposed Sailings From Montreal and Vancouver During May and Early Part of June

Subject to Change Without Notice

FROM MONTREAL.

To Liverpool.

Canada	White Star-Dominion Line	Ab't May 7
Metagama	C.P.O.S., Ltd.	Ab't May 10
*Empress of Britain	C.P.O.S., Ltd.	Ab't May 11
Vedic	White Star-Dominion Line	Ab't May 14
Canadian Navigator	Can. Govt. Mer. Marine	Ab't May 18
Victorian	C.P.O.S., Ltd.	Ab't May 20
Megantic	White Star-Dominion Line	Ab't May 21
*Empress of France	C.P.O.S., Ltd.	Ab't May 24
Melita	C.P.O.S., Ltd.	Ab't May 28
Canadian Conqueror (Cold Storage.)	Can. Govt. Mer. Marine	Ab't June 1

*Sails from Quebec only.

To London.

Bosworth	C.P.O.S., Ltd.	Ab't May 9
Venusia	Cunard Line	Ab't May 10
Canadian Trapper	Can. Govt. Mer. Marine	Ab't May 11
Wyncote	Furness & C.P.O.S. Lines	Ab't May 14
Tamaqua	C.P.O.S.-Furness Lines	Ab't May 14
Vennonia	Cunard Line	Ab't May 21
Bothwell	C.P.O.S., Ltd.	Ab't May 21
Canadian Squatter	Can. Govt. Mer. Marine	Ab't May 25
Canadian Aviator	Can. Govt. Mar. Marine	Ab't June 8

To Glasgow.

Pretorian	C.P.O.S., Ltd.	Ab't May 7
Canadian Beaver	Can. Govt. Mer. Marine	Ab't May 21
Sicilian	C.P.O.S., Ltd.	Ab't May 21
Tunisian (cold storage)	C.P.O.S., Ltd.	Ab't May 26
Saturnia	Anchor-Donaldson Line	Ab't May 27

To Avonmouth.

Cornishman	Dominion Line	Ab't May 7
Bothwell	C.P.O.S., Ltd.	Ab't May 15
Turcoman	Dominion Line	Ab't June 8

To Hull.

Wyncote	Furness & C.P.O.S. Lines	Ab't May 14

To Manchester.

Manchester Port	Manchester Liners	Ab't May 12
Manchester Exchange	Manchester Liners	Ab't May 26

To Cardiff and Swansea.

Canadian Rover	Can. Govt. Mer. Marine	Ab't May 28

To Leith and Newcastle-on-Tyne.

Cairnross	Thomson Line	Ab't May 8
Cairnmona	Thomson Line	Ab't May 15
Cairngowan	Thomson Line	Ab't May 22

To Dublin and Cork.

Ramore Head	Head Line	Ab't May 20

To Belfast and Dublin.

Melmore Head	Head Line	Ab't May 31

To Rotterdam and Hamburg.

Dunaff Head	Head Line	Ab't May 31

To Rotterdam.

Samland	Canada Line	Ab't May 18

To Norwegian Ports.

Drammensfjord	Norwegian-American Line	Ab't June 25

To Southampton and Antwerp.

Scandinavian	C.P.O.S., Ltd.	Ab't May 13
Sicilian	C.P.O.S., Ltd.	Ab't May 21
Corsican	C.P.O.S., Ltd.	Ab't May 27

To Havre and Bordeaux.

Georgie	Comp-Canadienne Trans. Ltd.	Ab't Mary 10

EXPORT

A market for goods abroad is a safeguard of no mean order to the manufacturer in Canada and some of the largest and most progressive firms in the Dominion are realizing to-day on their foresight by marketing the products of their factories in foreign lands.

Canada is by nature a world-trader. We have raw materials in variety and abundance that the world outside requires, and we have the intelligence and the ability to work those basic materials into finished products for the peoples of other countries. Again, there are some things we cannot produce here and which must come from other peoples, hence we can hardly avoid trading to, and in, the principal ports of the seas of the world.

By the "NATIONAL" Ships

The facilities for marketing are ready for your use; and so, likewise are the facilities to bring the native raw materials to your factories. The rails of Canadian National Railways, traversing the nine provinces of the Dominion and reaching direct all of the ocean ports furnish the domestic service. The ships of the Canadian Government Merchant Marine radiate from the ports on both coasts to Britain, the West Indies, South America, Australasia, the Orient, the Far East, and to the Mediterranean cities. They will take care, adequately, of your business abroad.

TRAVEL AND SHIP "NATIONAL"

To India.

Canadian Leader	Can. Govt. Mer. Marine	Ab't May 11
A Steamer	Ellerman & Bucknall	Ab't May 15
B.I.S.N. Co.: Steamer	Can. Govt. Mer. Marine	Ab't June 11

To Australia.
Melbourne, Sydney, Auckland, Wellington, Lyttleton and Dunedin.

Kia Ora	New Zealand Shipping Co	Ab't May 14
Canadian Mariner	Can. Govt. Mer. Marine	Ab't June 4

To Rio, Santos, Brazil, Montevideo and Buenos Aires.

Canadian Seigneur	Can. Govt. Mer. Marine	Ab't May 28
Canadian Explorer	Can. Govt. Mer. Marine	Ab't June 23

To Montevideo and Buenos Aires.

Hesperus	Houston Line	Ab't May 25

To Nassau (Bahamas), Kingston, Ja., and Belize, British Honduras.

Canadian Forester	Can. Govt. Mer. Marine	Ab't May 24

(Passenger and freight carrying steamers sailing regularly every three weeks.)

To Barbados, Trinidad and Demarara.

Canadian Farmer	Can. Govt. Mer. Marine	Ab't May 7
Canadian Coaster	Can. Govt. Mer. Marine	Ab't May 21
Canadian Gunner	Can. Govt. Mer. Marine	Ab't May 28

To Havana, Cuba.

Canadian Sailor	Can. Govt. Mer. Marine	Ab't May 19
Canadian Trader	Can. Govt. Mer. Marine	Ab't June 2

To Charlottetown, P.E.I., and St. John's, Newfoundland.

Canadian Sapper	Can. Govt. Mer. Marine	Ab't May 27

To St. John's, Newfoundland.

Manola	Canada S.S. Lines	Ab't May 10

FROM PORTLAND, ME.
To Antwerp, Rotterdam, and Hamburg.

Poughkeepsie	Rogers & Webb	Ab't May 6

FROM VANCOUVER.
(C. G. M. M. List.)
To Kobe, Yokohama, Hong-Kong and Manila.

Protesilaus	Blue Funnel Line	Ab't May 27

To Kobe, Shanghai, Hong-Kong, Manila and Singapore.

Esther Dollar	Canadian Robert Dollar Co.	Ab't June 15

To Kobe, Yokohama, Shanghai, Hong-Kong, Manila, Moji and Nagasaki.

†§Monteagle	C.P.O.S., Ltd.	Ab't May 10
‖*†Toyamu Maru	Nippon Yusen Kaisha Line	Ab't May 11
Wheatland Montana	Admiral Line	Ab't May 12
*Arabia Maru	Osaka Shosen Kaisha Line	Ab't May 14
*§West Ivis	Struthers & Dixon	Ab't May 17
*Empress of Russia	C.P.O.S., Ltd.	Ab't May 26
*Arizona Maru	Osaka Shosen Kaisha Line	Ab't May 27
Tokushima Maru	Nippon Yusen Kaisha Line	Ab't May 31

To Australian and New Zealand Ports.

Niagara	Can. Australasian Line	Ab't May 7
Waiopapu	Can. Australasian Line	Ab't May 15
Canadian Winner	Can. Govt. Mar. Marine	Ab't May 15
‡Makura	Can. Australasian Line	Ab't June 4
Canadian Highlander	Can. Govt. Mar. Marine	Ab't June 5

To India.

Canadian Inventor	Can. Govt. Mar. Marine	Ab't June 20

‡ Will also call at Honolulu and Suva.
* Does not call at Moji.
† Does not call at Manila.
§ Does not call at Nagasaki.
‖ Does not call at Shanghai or Hong-Kong.

FROM VANCOUVER.
(C. P. O. S. List.)
To Kobe, Yokohama, Moji, Nagasaki, Japan.

xTyndareus	Blue Funnel Line	Ab't May 7
*Monteagle	C.P.O.S., Ltd.	Ab't May 10
Toyama Maru	Nippon Yusen Kaisha	Ab't May 11
*a*Canadian Importer	C.G.M.M., Ltd.	Ab't May 15
*b*Robert Dollar	Canadian Robert Dollar Co.	Ab't May 25
Empress of Russia	C.P.O.S., Ltd.	Ab't May 26
Empress of Japan	C.P.O.S., Ltd.	Ab't June 15
Empress of Asia	C.P.O.S., Ltd.	Ab't June 23

To Shanghai, Hong-Kong, China.

†Tyndareus	Blue Funnel Line	Ab't May 7
Monteagle	C.P.O.S., Ltd.	Ab't May 10
*a*Canadian Importer	C.G.M.M., Ltd.	Ab't May 15
*b*Robert Dollar	Canadian Robert Dollar Co.	Ab't May 25
Empress of Russia	C.P.O.S., Ltd.	Ab't May 26
Empress of Japan	C.P.O.S., Ltd.	Ab't June 15
Empress of Asia	C.P.O.S., Ltd.	Ab't June 23

ELDER DEMPSTER LINES

Canada-South Africa Direct Service

Regular monthly sailings from Montreal in Summer and St. John, N.B., in Winter, calling at Cape Town, Algoa Bay (Port Elizabeth), East London, Port Natal (Durban) and Delagoa Bay in the order named.

Canada-West Africa Direct Service

From Montreal in Summer, and from St. John, N.B., in Winter, monthly sailings for Dakar, Sierra Leone, Seccondee, Accra and Lagos, and other ports on the coast, if sufficient inducement offers.

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ELDER DEMPSTER & CO. LIMITED

133 Board of Trade Building
Montreal

Toronto Agent, S. J. Sharp, 79 Yonge St.
Royal Bank Building

To Manila, Philipine Islands.

Tyndareus	Blue Funnel Line	Ab't May 7
bRobert Dollar	Canadian Robert Dollar Co.	Ab't May 25
Empress of Russia	C.P.O.S., Ltd.	Ab't May 26
Empress of Asia	C.P.O.S., Ltd.	Ab't June 23

To Singapore, Strait Settlements.

§Canadian Inventor	C.G.M.M., Ltd.	Ab't June 25

To Honolulu and Suva.

Niagara	Canadian Australasian Line	Ab't May 7
Makura	Canadian Australasian Line	Ab't June 4

To Australian and New Zealand Ports.

Niagara	Canadian Australasian Line	Ab't May 7
Canadian Winner	C.G.M.M., Ltd.	Ab't May 15
Makura	Canadian Australasian Line	Ab't June 4
Canadian Highlander	C.G.M.M., Ltd.	Ab't June 5

‡ Do not call Moji.
÷ Do not call Shanghai.
x Do not call Moji and Nagasaki.
§ Will go through to Calcutta.
a Calling Kobe, Taku Bar, Shanghai.
b Calling Kobe.
* Do not call Nagasaki.

Windsor Firm Expands

New Planing Mill and Factory of Walter T. Piggott Lumber Company

At Windsor, Ontario, the factory and planing mill of the Walter T. Piggott Lumber Company has been moved to new buildings on a five-acre site. The new plant has been in operation during the past few weeks and is well laid out, splendidly equipped and economically operated, says the *Canada Lumberman.*

The commodious planing mill is built of solid brick, 60 x 150 feet, two storeys high and equipped with the most modern machinery, so arranged that there is very little overlapping in any department. Ninety feet of the ground floor is devoted to the heavy machines used for planing, ripping, detailed mouldings and interior finish. The balance of this floor, sixty feet, is the sash and door department. This is equipped with the best and latest machinery for the purpose and there is turned out any kind of veneered or detailed doors. The light machines are on the upper floor, so arranged down the centre of the building as to leave room around the walls for the benches, cabinet and stair work. This arrangement gives more light for the finer work and at the same time combines the machine and bench work on each operation. All machines are carefully guarded with the latest safety devices, while a three-ton elevator between the two floors adds greatly to the efficiency of the plant.

The shaving bin, 14 x 25 x 35 feet, is located outside the the factory building proper and is connected to it by a twenty-six inch pipe, 180 feet long. This is fed by means of hoods over all machine heads and pipe to the fan, by means of which the shavings are carried to the bin. The plant is equipped with four motors run by hydro power and develops 160 horse-power.

In addition the plant includes a boiler room, 25 x 30 feet, a dry kiln and a garage, all fire-proof buildings of solid brick with concrete roofs and so arranged on the street line that they are practically unexposed to fire hazard. The garage is built to accommodate seven cars, and a barn, 25 x 60 feet, will house ten horses. There is also excellent shed accommodation for storage purposes, and the yards, connected by a switch to the Essex Terminal Railway, have excellent transportation facilities.

POSITION WANTED

Engineer with first-class certificate wishes to connect with plant requiring to be put on a better basis. In present plant the saving last year was over $10,000, and this year it will be over $20,000. Specialist in fuel. Box 220, INDUSTRIAL CANADA.

We are builders of railway vehicles to suit every requirement of passenger, freight and general service on steam and electric lines either to the purchaser's or, if required, to our own designs and specifications for home or export orders.

Among our many other products are the following:---

STEEL
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ROLLED BARS
PRESSED WORK
COUPLERS
SPRINGS
BOLSTERS
BRAKE-BEAMS
DRAFT-ARMS
RAILWAY TRACKWORK
ROLLING MILL ROLLS
ETC.

IRON
MALLEABLE CASTINGS
ROLLED BARS
CHILLED WHEELS
DROP FORGINGS
ROLLER SIDE BEARINGS
ETC.

If not mentioned here, it is probably an "Etc."

FERRO-ALLOYS
CASTINGS
CRUSHER JAWS
DIPPER TEETH
BUCKET LIPS
PINS AND BUSHES
CRANK SHAFTS
CRANK PINS
ROLL SHELLS
SPECIAL TRACKWORK
ROLLING MILL ROLLS
ETC.

Our plants are thoroughly equipped for large and efficient production, and we invite correspondence from those interested.

Kindly address: SALES DEPARTMENT, P.O. BOX 180, MONTREAL

CANADIAN CAR & FOUNDRY CO., LIMITED
CANADIAN STEEL FOUNDRIES LIMITED
THE PRATT & LETCHWORTH CO., LIMITED

Plants at--- Montreal Amherst, N.S. Welland, Ont. Brantford, Ont. Fort William, Ont.

Buyers' Guide to Canadian Manufactures

List of Articles which will Enable the Purchaser to Know the Manufacturers of Made-in-Canada Goods. Rates for insertion in this department, $4.00 per heading per year (12 insertions).

ABRASIVES
*Canadian Hart Wheels, Limited. Hamilton, Ont.
*Dominion Abrasive Wheel Co., New Toronto, Ont.
*Norton Company of Canada, Ltd., Hamilton, Ont.

ACCOUNT BOOKS
*The Brown Bros., Ltd., Toronto.

ACCUMULATORS, hydraulic
*The Hydraulic Machinery Co., Limited. Montreal.

ACETYLENE GAS
*The Prest-O-Lite Company of Canada, Ltd., Toronto, Ont.

ACETYLENE GAS BURNERS
Economic Acetylene Burner Co., Toronto, Ont.
*The Prest-O-Lite Company of Canada, Ltd., Toronto. Ont.

ACIDS
*The Grasselli Chemical Co., Ltd., Toronto.
*The Nichols Chemical Co., Ltd., Montreal, Que.

ADVERTISING NOVELTIES
Lawson & Jones, Ltd., London, Ont.

AERATED BEVERAGES
Charles Gurd & Co., Ltd., Montreal, Que.
J. J. McLaughlin, Ltd., Toronto.

AIR COMPRESSORS
*Canadian Ingersoll-Rand Co., Sherbrooke, Que.
*Smart-Turner Machine Co., Ltd., Hamilton, Ont.

AIR LIFT PUMPS
*Canadian Ingersoll-Rand Co., Sherbrooke, Que.

ALCOHOL
*Canadian Industrial Alcohol Company, Ltd., Montreal, Que.

ALKALIES
Brunner, Mond Canada, Limited, Amherstburg, Ont.

ALUMINUM
*Northern Aluminum Co., Ltd., 1805 Traders Bank, Toronto.

ALUMINUM COOKING UTENSILS
The Louis McLain Company, Limited, Toronto.

AMMONIA
Canadian Ammonia Co., Ltd., Toronto, Ont.

ANCHORS, all steel
Beauchemin & Fils, Ltd., Sorel, Que.

ANGLE BARS
*Burlington Steel Co., Ltd., Hamilton, Ont.
*MacKinnon Steel Co., Limited, Sherbrooke, Que.
*The Steel Company of Canada, Ltd., Hamilton, Ont.

ARSENIC
*Deloro Smelting & Refining Co., Limited, Deloro, Ont.

ARTIFICIAL LIMBS
Chesley Artificial Limb Co., Ltd., Hantsport, N.S.

ASBESTOS
Atlas Asbestos Company, Limited Montreal, Que.
*Eureka Mineral Wool & Asbestos Co., Toronto, Ont.

ASBESTOS SHEATHING
*Eureka Mineral Wool & Asbestos Co., Toronto, Ont.

ASBESTOS SHEET AND PISTON PACKINGS
Atlas Asbestos Company, Limited, Montreal, Que.
*Eureka Mineral Wool & Asbestos Co., Toronto, Ont.

ASBESTOS STEAM PIPE AND BOILER COVERINGS
Atlas Asbestos Company, Limited, Montreal, Que.
*Eureka Mineral Wool & Asbestos Co., Toronto, Ont.

ASBESTOS TEXTILES
Atlas Asbestos Company, Limited, Montreal, Que.
*Eureka Mineral Wool & Asbestos Co., Toronto, Ont.

AUTOMOBILE ACCESSORIES
*Northern Electric Co., Limited, Montreal. Que.

AUTOMOBILE PARTS
*Dominion Forge & Stamping Co., Walkerville, Ont.

AWNING CORD (cotton)
Hamilton Cotton Co., Hamilton, Ont.

AXLES
Guelph Spring & Axle Co., Ltd., Guelph, Ont.

AXLES, carriage and automobile
Guelph Spring & Axle Co., Ltd., Guelph, Ont.

BABBITT METAL
Alonzo W. Spooner, Ltd., Port Hope. Ont.
Beveridge Paper Co., Ltd., Montreal, Supply Department.
*Hoyt Metal Co., Toronto, Ont.
Magnolia Metal Co. of Canada, Ltd., Montreal, Que.
*The Canada Metal Co., Toronto. Ont
*Tallman Brass & Metal, Ltd., Hamilton, Ont.

BAGS, Cotton
The Canadian Bag Co., Limited, Montreal, Que.

BAGS, jute
The Canadian Bag Co., Limited, Montreal, Que.

BAGS, travelling
J. Eveleigh & Co., Ltd., Montreal.
Lamontague, Ltd., Montreal. Que
*The M. Langmuir Mfg. Co., of Toronto, Ltd., Toronto, Ont.

BAND RESAWS
*Canada Machinery Corporation, Limited, Galt, Ont.
*P. B. Yates Machine Co., Ltd., Hamilton, Ont.

BAND SAWS
*E. C. Atkins & Co., Inc., Hamilton, Ont.

BANK FITTINGS
The Canadian Office & School Furniture Co., Ltd., Preston. Ont.

BANK AND OFFICE RAILINGS AND CAGES
*Canada Wire and Iron Goods Co., Hamilton, Ont.
*Dennis Wire & Iron Works Co., London, Ont.
*The Geo. B. Meadows, Toronto. Wire, Iron & Brass Works Co., Ltd., Toronto, Ont.

BARRELS, steel, and containers
*Smart-Turner Machine Co., Ltd., Hamilton, Ont.

BARS, iron
London Rolling Mill Co., Ltd., London, Ont.

BARS, steel
London Rolling Mill Co., Ltd., London, Ont.

BASEBALL GOODS
A. J. Reach Co., Brantford, Ont.

BATHS, enamelled
Amherst Foundry Co., Ltd., Amherst, N.S.

BATTERIES, dry
*The Canadian National Carbon Co., Ltd., Toronto, Ont.

BATTERIES, Flashlight
*The Canadian National Carbon Co., Ltd., Toronto, Ont.

BATTERIES, Storage
*The Canadian National Carbon Co., Ltd., Toronto, Ont.

BEARINGS, pillow block and upright
*Canadian Fairbanks-Morse Company, Ltd., Montreal, Que.

BELT HOOKS
*Torrington Company, Limited, Upper Bedford, Que.

BELTING CHAINS
*Canadian Link-Belt Company, Ltd., Toronto, Ont.

BELTING, elevator
*Canadian Consolidated Rubber Co., Ltd., Montreal, Que.

BELTING, leather
The Beardmore Belting Co., Ltd., Toronto, Ont.
*J. L. Goodhue & Co., Danville, Que.
*McArthur Beltings, Limited, Brockville, Ont.
*The D. K. McLaren Belting Co., Ltd., Montreal, Que.
*The J. C. McLaren Belting Co., Ltd., Montreal, Que.

BELTING, rubber
*Canadian Consolidated Rubber Co., Ltd., Montreal, Que.
*Gutta Percha and Rubber Ltd., Toronto, Ont.

BELTING, stitched cotton duck
*Dominion Belting Co., Ltd., Hamilton, Ont.

BENT GOODS
The Crown Lumber Co., Woodstock, Ont.

BISCUITS
The Montreal Biscuit Co., Montreal, Que.

BLACK SHEETS
*A. C. Leslie & Co., Montreal, Que.

BLANKETS
Slingsby Mfg. Co., Ltd., Brantford, Ont.
J. Walshaw & Son, Ltd., Bolton, Ont.

BLANKETS, horse
Slingsby Mfg. Co., Ltd., Brantford, Ont.
J. Walshaw & Son, Ltd., Bolton, Ont.

BLASTING ACCESSORIES
Canadian Explosives, Ltd., Montreal, Que.

BLEACHING POWDER
*Canadian Salt Co., Ltd., Windsor, Ont.

BLOWERS
*The Canadian Blower & Forge Co., Ltd., Kitchener, Ont.

BOARDS, paper, fibre, press
Beveridge Paper Co., Ltd., Montreal, Supply Department.

BOATS OF ALL KINDS
Peterboro Canoe Co., Ltd., Peterboro. Ont.

BOBBINS
Canada Spool & Bobbin Co., Ltd., Walkerton. Ont.

BOILER COMPOUND
Beveridge Paper Co., Ltd., Montreal, Supply Department.

BOILER COMPOUND AND OILS
Electric Boiler Compound Co., Ltd., Guelph, Ont.

BOILER GRAPHITE
Black Donald Graphite Company, Limited, Calabogie, Ont.

BOILER LININGS AND COVERINGS
Beveridge Paper Co., Ltd., Montreal. Supply Department.

BOILERS
*Canadian Mead Morrison Co., Ltd., Montreal, Que.
*Goldie & McCulloch Co., Limited. Galt, Ont.
*E. Leonard & Sons, Ltd., London. Ont.
J. & R. Weir, Montreal, Que.
Taylor-Forbes Co., Ltd., Guelph
*The Waterous Engine Works Co Ltd., Brantford, Ont.

BOILERS, hot water or steam
Warden King, Ltd., Montreal.

BOILERS, steam
*The Goldie & McCulloch Co., Ltd., Galt, Ont.
*The Waterous Engine Works Co., Ltd., Brantford, Ont.

BOILERS, steam and brass work
*The Waterous Engine Works Co., Ltd., Brantford, Ont.

BOLTS AND NUTS
*The Canadian Tube & Iron Co., Ltd., Montreal, Que.
*The National Acme Mfg. Co. Montreal, Que.
*The Steel Company of Canada. Ltd., Hamilton, Ont.

BOOKBINDERS
*The Brown Bros., Ltd., Toronto

BOOKCASES
*Office Specialty Mfg. Co., Ltd. Newmarket, Ont.

BOOKCASES, sectional (Gunn)
The George McLagan Furniture Co., Ltd., Stratford, Ont.

BOOKS, blank
*The Brown Bros., Ltd., Toronto

BOOTS AND SHOES
J. Leckie Co., Ltd.
The John Ritchie Co., Ltd., Quebec, Que.

BOXES, cellular and fibre board
*Hinde & Dauch Paper Co. of Canada, Limited. Toronto
*Thompson & Norris Co., of Canada, Ltd., Toronto and Montreal.

BOXES, rattle and soap
The Arlington Co. of Canada Ltd., Toronto, Ont.

BOXES, steel shop
*Steel Trough and Machine Co., Ltd., Tweed, Ont.

BOXES AND SHOOKS, wooden
The C. Beck Mfg. Co., Ltd., Penetanguishene, Ont.

BOXES, wooden
Barchard & Co., Ltd., Toronto.

BRAKE SHOES
*Canadian Hart Wheels, Limited. Hamilton, Ont.

BRANDS, burning
Pritchard, Andrews Co. of Ottawa, Ltd., Ottawa, Ont.

BRASS AND BRONZE WIRE
*Standard Underground Cable Co of Canada, Ltd., Hamilton, Ont.

BRASS ENGRAVERS
Pritchard, Andrews Co. of Ottawa, Ltd., Ottawa, Ont.

BRASS FOUNDERS AND FINISHERS
*The Booth-Coulter Copper & Brass Co., Ltd., Toronto, Ont
Sully Brass Foundry, Limited, Toronto
*Tallman Brass & Metal, Ltd., Hamilton, Ont.

*For Display Advertisement see Index, Page 45

BRASS GOODS
*The Booth-Coulter Copper & Brass Co., Ltd., Toronto, Ont.
The James Morrison Brass Mfg. Co., Ltd., Toronto, Ont.
*The Kerr Engine Co., Limited, Walkerville, Ont.

BRASS RODS, SHEETS AND PLATES
*Brown's Copper and Brass Rolling Mills, Ltd,, New Toronto.

BRASS SHEETS AND PLATES
*Copper Products, Ltd., Montreal, Que.

BRASS TUBING, seamless
Canadian Seamless Wire Co., Ltd., Toronto, Ont.
*Copper Products, Ltd., Montreal, Que.

BRASS WIRE
Canadian Seamless Wire Co., Ltd., Toronto.

BRASS WORK, church
Pritchard, Andrews Co. of Ottawa, Ltd., Ottawa, Ont.

BRASS WORK, special
*Booth-Coulter Copper & Brass Co., Ltd., Toronto, Ont.
*The Waterous Engine Works Co., Ltd., Brantford, Ont.

BRICK
National Brick Co. of Laprairie, Laprairie, Que.
Port Credit Brick Co., Port Credit, Ont.

BRICK, enamel
National Brick Co. of Laprairie, Laprairie, Que.

BRICK, pressed
National Brick Co. of Laprairie, Laprairie, Que.

BRICK, rubbing
*Canadian Hart Wheels, Limited, Hamilton, Ont.

BRICK, sewer.
National Brick Co. of Laprairie, Laprairie, Que.

BRIDGES, Railway and Highway
*Canadian Des Moines Steel Co., Limited, Chatham.
*Hamilton Bridge Works Co., Ltd., Walkerville, Ont.
*The Canadian Bridge Co., Ltd., Hamilton, Ont.
*McGregor & McIntyre, Ltd., Toronto, Ont.
*Dominion Bridge Co., Montreal.
*Mackinnon Steel Co., Ltd., Sherbrooke, Que.

BROOMS
Simms, T. S., & Co., Limited, St. John, N.B.
Stevens-Hepner Co., Limited, Port Elgin, Ont.

BRONZE SHEETS, RODS, PLATES
*Brown's Copper and Brass Rolling Mills, Ltd., New Toronto.
*Copper Products, Ltd., Montreal, Que.

BRONZE TUBING, seamless
*Copper Products, Ltd., Montreal, Que.

BRUSHES
Simms, T. S., & Co., Limited, St. John, N.B.
Stevens-Hepner Co., Ltd., Port Elgin, Ont.

BRUSHES, carbon
*Canadian National Carbon Co., Ltd., Toronto.

BUCKET TANKS
*MacKinnon Steel Co., Ltd,, Sherbrooke, Que.
*The Bennett & Wright Co., Ltd., Toronto, Ont.

BUILDING FELT AND PAPER
Beveridge Paper Co., Ltd., Montreal.
*Eureka Mineral Wool & Asbestos Co., Toronto, Ont,
*The Barrett Co., Ltd., Toronto and Montreal.

BUNGS, wooden for barrels
Wm. H. White, Ville St. Pierre, Montreal, Que.

BUCKLES, shoe and coat
Parmenter & Bulloch Co., Limited, Gananoque, Ont.

BURLAPS
The Canadian Bag Co., Limited, Montreal, Que.

BURLAPS, decorative
Dominion Oil Cloth and Linoleum Co., Limited, Montreal, Que.

CABLES, electric light, power, telephone and telegraph
*Northern Electric Company, Limited, Montreal, Que.
*Standard Underground Cable Co. of Canada, Ltd,, Hamilton, Ont.

CABLES, transmission and telephones
*Northern Electric Company, Limited, Montreal, Que.

CABLES, transmission and cable
*Northern Electric Co., Ltd., Montreal, Que.

CABLES, wire
*The Dominion Wire Rope Co., Ltd., Montreal, Que.
*The B. Greening Wire Co., Ltd., Hamilton, Ont.

CALENDARS, ADVERTISING NOVELTIES, etc.
Lawson & Jones, Ltd., London.

CAMERAS
Canadian Kodak Co., Ltd., Toronto, Ont.

CAMPERS' OUTFITTERS
Slingsby Mfg. Co., Ltd., Brantford, Ont.

CANADA SILVER
*Brown's Copper and Brass Rolling Mills, Ltd., New Toronto.

CANOES
Peterboro Canoe Co., Ltd., Peterboro, Ont.
The "Canadian" Canoe Co., Ltd., 216 Rink St., Peterborough, Ont.

CANS, baking powder, etc.
American Can Co., Montreal (Que.) and Hamilton (Ont.).
A. R. Whittall Can. Co., Ltd., Montreal, Que.
*MacDonald Mfg. Co., Ltd., Toronto, Ont.

CANS, fruit
American Can Co., Montreal (Que.) and Hamilton (Ont.).
A. R. Whittall Can. Co., Ltd., Montreal, Que
*MacDonald Mfg. Co., Ltd., Toronto, Ont.

CANS, iron, lead and putty
A. R. Whittall Can. Co., Ltd., Montreal, Que.

CANS, tin
A. R. Whittall Can Co., Ltd., Montreal, Que.
American Can Co., Montreal (Que.) and Hamilton (Ont.)
*MacDonald Mfg. Co., Ltd., Toronto, Ont.

CAPS, cloth
John W. Peck & Co., Ltd., Montreal, Que.

CARBIDE
*Canada Carbide Co., Ltd., Montreal, Que.

CARBONS-PROJECTOR
*Canadian National Carbon Co., Ltd., Toronto, Ont.

CARBONIC ACID GAS
*Canadian Carbonate Co., Montreal.

CARD RECORD SYSTEMS
Lowe-Martin Co., Ltd., Ottawa, Ont.
*Office Specialty Mfg. Co., Ltd., Newmarket, Ont.

CARPETS AND RUGS
Toronto Carpet Mfg. Co., Limited, Toronto.

CARPET FELTS, plain and corrugated
Beveridge Paper Co., Ltd., Montreal, Supply Department.

CARRIERS
*Richards-Wilcox Canadian Co., Ltd., London, Ont.

CARRIERS, box and barrel
*Canadian Mathews Gravity Carrier.

CARRIERS, brick
*Canadian Mathews Gravity Carrier Co., Limited, Toronto.
*Richards-Wilcox Canadian Co., Ltd., London, Ont.

CARS
*National Steel Car Co., Ltd., Hamilton, Ont.

CARS, industrial
*MacKinnon Steel Co., Ltd., Sherbrooke, Que.

CARTONS, lithographed
Consolidated Lithographing and Mfg. Co., Ltd., Montreal, Que.
Harris Lithographing Co., Ltd., Toronto, Ont.

CASTINGS, Alloy
*The Electric Steel & Metals Co., Ltd., Welland, Ont.

CASTINGS, aluminum, brass and bronze
*Booth-Coulter Copper & Brass Co., Ltd., Toronto, Ont.
Sully Brass Foundry, Limited, Toronto

CASTINGS, grey iron
*Canadian Rumely Co., Ltd., Toronto, Ont.
*The Goldie & McCulloch Co., Ltd., Galt, Ont.
*Wm. Kennedy & Sons, Ltd., Owen Sound, Ont.

CASTINGS, malleable iron
*Galt Malleable Iron Co., Ltd. Galt, Ont.

CASTINGS, steel
Beauchemin & Fils, Ltd., Sorel Que.
*Canadian Steel Foundries, Ltd. Montreal, Que.
*Dominion Foundries and Steel Co., Ltd., Hamilton, Ont.
*Electric Steel & Metals Co., Ltd. Welland, Ont.
*Wm. Kennedy & Sons, Ltd., Owen Sound, Ont.

CATALOGUE MAKERS
Grip, Ltd., Toronto, Ont.

CATALOGUE COVERS, by new lithographing process
Harris Lithographing Co., Ltd., Toronto, Ont.

CAUSTIC SODA
*Canadian Salt Co., Ltd., Windsor.

CEMENTS, High Temp.; plastic, liquid
Beveridge Paper Co., Ltd., Montreal, Supply Department.

CENTRIFUGAL PUMPS
*The Goldie & McCulloch Co., Ltd. Galt, Ont.

CHAINS, for elevators, conveyors and drives
*Canadian Link-Belt Company, Ltd., Toronto, Ont.

CHAIRS
*Office Specialty Mfg. Co., Ltd Newmarket, Ont.

CHAIRS; Folding and Assembly Seating
Stratford Mfg. Co., Ltd., Stratford, Ont.

CHAIRS, rattan and upholstered
Imperial Rattan Co., Ltd., Stratford, Ont.

CHEMICALS
Canadian Laboratory Supplies, Ltd., Toronto, Ont.
*The Grasselli Chemical Co., Ltd. Toronto, Ont.
*The Nichols Chemical Co., Ltd Montreal, Que.

CHEMISTS, industrial
*Milton Hersey Co., Montreal.

CHICLETS AND CHEWING GUM
Canadian Chewing Gum Co., Ltd., Toronto, Ont.

CIRCULAR CUTTERS, solid steel
*Galt Knife Co., Ltd.
The Peter Hay Knife Co., Ltd., Galt, Ont.

CIRCULAR SAWS
*E. C. Atkins & Co., Inc., Hamilton, Ont.

CLAM SHELL BUCKETS
*Canadian Mead Morrison Co., Ltd., Montreal, Que.

CLOCKS, time
*International Business Machines Co., Ltd., Toronto.

CLOCKS, watchmen's
*The Bennett & Wright Co., Ltd., Toronto, Ont.

CLOSET SEATS
*Goderich Organ Co., Goderich, Ont.

CLOTHING
John W. Peck & Co., Ltd., Montreal, Que.

CLOTHING, leather and sheepskin lined coats
*A. R. Clarke & Co., Ltd., Toronto.

CLOTHING, Mackinaw
The Carss Mackinaw Clothing Co., Ltd., Orillia, Ont.

CLOTHES LINES, cotton
Hamilton Cotton Co., Hamilton, Ont.

COAL
*Nova Scotia Steel & Coal Co., Ltd., New Glasgow, N.S.
Standard Fuel Co., Toronto, Ont.

COBALT OXIDE
*Deloro Smelting & Refining Co., Ltd., Deloro, Ont.
The Coniagas Reduction Co., Ltd., St. Catharines, Ont.

COBALT METAL
*Deloro Smelting & Refining Co., Ltd., Deloro, Ont.

COFFEE
S. H. Ewing & Sons, Montreal.

COLD DRAWN SHAPES, flats, squares and hexagons
*The Canadian Drawn Steel Co., Ltd., Hamilton, Ont.
*Union Drawn Steel Co., Ltd., Hamilton, Ont.

COLD STORAGE DOORS
*John Hillock & Co., Ltd., Toronto.

COLLAR BUTTONS
The Arlington Co. of Canada, Ltd., Toronto, Ont.

COLLARS. Composition
Parsons & Parsons Canadian Co., Hamilton, Ont.

COLORS
*A. Ramsay & Son Co., Montreal.

COMBS, fine dressing and name
The Arlington Co. of Canada, Ltd Toronto, Ont.

COMMERCIAL STATIONERY
*Brown Bros., Ltd., Toronto, Ont.

CONCRETE COATINGS, PAINTS, Etc.
*The Imperial Varnish & Color Co., Ltd., Toronto, Ont.

CONCRETE HARDENER AND WATERPROOFER
Beveridge Paper Co., Ltd., Montreal, Supply Department.
Sturgeons Limited, Toronto.

CONDENSERS, Barometic
*Canadian Ingersoll-Rand Co., Sherbrooke, Que.

CONDENSERS, jet and surface
*The Goldie & McCulloch Co., Ltd., Galt, Ont.

CONDENSERS, rotary jet
*The Goldie & McCulloch Co., Ltd., Galt, Ont.

CONDUIT FOR INTERIOR WIRING
Conduits Co., Ltd., Toronto, Ont.
*National Conduit Co., Limited, Toronto.

*For Display Advertisement see Index, Page 45

CONFECTIONERY
Ganong Bros., Ltd., St. Stephens, N.B.
Moirs, Ltd., Halifax, N.S.
The Montreal Biscuit Co., Montreal, Que.

CONTAINER BOARD—strong container
*Bathurst Lumber Co., Ltd.- Bathurst, N.B.

CONTRACTOR'S PLANT
*Canadian Mead Morrison Co., Ltd., Montreal, Que.

CONVEYORS
*Canadian Link-Belt Company, Ltd. Toronto, Ont.
*Canadian Mathews Gravity Carrier Co., Toronto.

COPPER
*Booth-Coulter Copper & Brass Co. Ltd., Toronto, Ont.
*Consolidated Mining & Smelting Co. of Canada, Ltd., Montreal.

COPPER, SHEETS, PLATES, BARS, RODS
*Brown's Copper and Brass Rolling Mills, Ltd., New Toronto, Ont.
*Booth-Coulter Copper & Brass Co Ltd., Toronto, Ont.
*Copper Products, Ltd., Montreal, Que.

COPPERSMITHS
*Booth-Coulter Copper & Brass Co. Ltd., Toronto, Ont.

COPPER TUBING, seamless
*Copper Products, Ltd., Montreal, Que.
Canadian Seamless Wire Co., Ltd.. Toronto, Ont.
*Booth-Coulter Copper & Brass Co.. Ltd., Toronto, Ont.

COPPER WIRE
Canadian Seamless Wire Co., Ltd.. Toronto, Ont.
*Standard Underground Cable Co of Canada, Ltd., Hamilton, Ont

CORKS
S. H. Ewing & Sons, Montreal, Que.

CORK CARPET
Dominion Oil Cloth and Linoleum Co., Ltd., Montreal, Que.

CORRUGATED PAPER BOXES
Corrugated Paper Box Co., Ltd.. Toronto, Ont.
*Hinde & Dauch Paper Co. of Canada, Limited. Toronto.
*Thompson & Norris Co., of Canada, Ltd., Toronto and Montreal.

CORSETS
Dominion Corset Co., Quebec, Que.

COTTONS
*Montreal Cottons, Ltd., Valleyfield, P.Q.

COTTONADES
Hamilton Cotton Co., Hamilton, Ont.

COUPLERS
*Canadian Steel Foundries, Ltd., Welland, Ont.

CRANES
*Northern Crane Works, Walkerville, Ont.
*The Herbert Morris Crane and Hoist Co., Ltd., Niagara Falls, Ont.

CREAM CHEESE, Ingersoll
The Ingersoll Packing Co., Ltd., Ingersoll, Ont.

CREAM SEPARATORS AND MILK CLARIFIERS
De Laval Dairy Supply Co., Peterboro, Ont.

CREAMERY AND CHEESE FACTORY MACHINERY AND SUPPLIES
De Laval Dairy Supply Co., Ltd.. Peterboro, Ont.

CREOSOTED MATERIALS
*The Barrett Co., Ltd., Toronto and Montreal.

CRUSHERS, Rock and Ore
*Canadian Ingersoll-Rand Co., Ltd., Sherbrooke, Que.

CUPOLAS
*Northern Crane Works, Ltd., Walkerville, Ont.

CUPS, presentation
Standard Silver Co., Toronto, Ont.

CURTAINS, chenille
Hamilton Cotton Co., Hamilton. Ont.

CUTLERY
Standard Silver Co., Toronto, Ont.

CUTTERS, machine
*Pratt & Whitney Co., Dundas. Ont.

DECALCOMANIA TRANSFERS
Canada Decalcomania Co., Toronto, Ont.

DENIMS
Hamilton Cotton Co., Hamilton, Ont.

DERAILS
*Canadian Hart Wheels, Ltd., Hamilton, Ont.

DESIGNERS AND PRINTERS OF BOOKLETS, Etc.
Grip, Ltd., Toronto, Ont.

DESKS
*Office Specialty Mfg. Co., Ltd., Newmarket, Ont.
The Macey Office Equipment Co., Toronto.

DESICCATED VEGETABLES
Grahams, Ltd., Belleville, Ont.

DINING ROOM SUITES
The George McLagan Furniture Co., Ltd., Stratford, Ont.

DIES
*Butterfield & Co.. Rock Island, P.Q.
*Pratt & Whitney Co., Dundas, Ont.

DIES, for metal stampings.
Larsen & Shaw, Ltd., Walkerton.

DISINFECTING APPARATUS
Spramotor Co., London, Ont.

DOOR HANGERS
*Richards Wilcox Canadian Co., Ltd., London, Ont.

DREDGES
*Canadian Mead Morrison Co., Ltd., Montreal, Que.

DRILL PRESSES
*Canada Machinery Corporation, Ltd., Galt, Ont.

DRILL SHARPENERS
*Canadian Ingersoll-Rand Co., Ltd., Montreal, Que.

DRILLS
*John Morrow Screw & Nut Co., Ltd., Ingersoll, Ont.
*Pratt & Whitney Co., Dundas, Ont.

DRIFT BOLTS OR SPIKES
London Rolling Mill Co., Ltd., London, Ont.

DROP HAMMERS
*Canada Machinery Corporation, Ltd., Galt, Ont.

DRUMS, steel, and containers
*Smart-Turner Machine Co., Ltd.. Hamilton, Ont.

DRY COLORS
*The Imperial Varnish & Color Co., Ltd., Toronto.

DUMB WAITERS
Turnbull Elevator Mfg. Co., Toronto, Ont.

DURABLE WIRE ROPE
*The Dominion Wire Rope Co., Ltd., Montreal, Que.

DYNAMITE
Canadian Explosives, Ltd., Montreal, Que.

DYNAMOS
*Jones & Moore Electric Co., Ltd., Toronto, Ont.
*The Canadian Crocker-Wheeler Co., Ltd., St. Catharines, Ont.

DYNAMOS, plating
*Jones & Moore Electric Co., Ltd., Toronto, Ont.

EIDERDOWN
Galt Knitting Co., Ltd., Galt, Ont.

ELECTRICAL AND GAS FIXTURES
The Garth Co., Montreal, Que.
The James Morrison Brass Mfg. Co., Ltd.. Toronto, Ont.
*Tallman Brass & Metal, Ltd., Hamilton, Ont.

ELECTRIC APPLIANCES
*Canadian Crocker-Wheeler Co., Ltd., St. Catharines, Ont.
*Canadian Westinghouse Co., Ltd., Hamilton, Ont.

ELECTRICAL COMPOUNDS
Standard Paint Co. of Canada. Ltd., Montreal, Que.

ELECTRIC PLATE WARE
Roden Bros., Ltd., Toronto, Ont.

ELECTRODES, carbon
*Canadian National Carbon Co., Ltd., Toronto, Ont.

ELECTROTYPING
Central Press Agency, Ltd., Toronto.

ELECTRICAL SUPPLIES
*Canadian Westinghouse Co., Ltd., Hamilton, Ont.
*Jones & Moore Electric Co., Ltd..
*Northern Electric Co., Ltd., Montreal, Que.

ELECTRO-SILVER PLATED WARE
Standard Silver Co., Toronto, Ont

ELEVATING MACHINERY
*Canadian Link-Belt Company, Ltd., Toronto, Ont.
*Canadian Mathews Gravity Carrier Co., Toronto, Ont.

ELEVATORS
*MacKinnon Steel Co., Ltd., Sherbrooke, Que.
Turnbull Elevator Mfg. Co., Toronto, Ont.
*The Waterous Engine Works Co. Ltd,, Brantford, Ont.
*Northern Crane Works, Ltd.. Walkerville, Ont.

ELEVATORS FOR ALL PURPOSES
*The Waterous Engine Works Co.. Ltd., Brantford, Ont.

ELEVATOR GATES AND DOORS
Turnbull Elevator Mfg. Co., Ltd.. Toronto, Ont.
*The A. B. Ormsby Co., Ltd. Toronto, Ont.

ELEVATOR GUARDS
*The Geo. B. Meadows, Toronto Iron & Brass Goods Works Co. Ltd.. Toronto, Ont.
*Canada Wire and Iron Goods Co., Hamilton, Ont.

EMERY GRINDERS
*Canadian Hart Wheels, Ltd., Hamilton. Ont.

EMERY WHEELS
*Canadian Hart Wheels, Ltd.. Hamilton, Ont.

ENAMELS
*The Imperial Varnish & Color Co.. Ltd., Toronto, Ont.

ENAMEL AND TIN WARE
*McClary Mfg. Co., London, Ont.

ENGINES
*E. Leonard & Sons, Limited, London, Ont.
*Goldie & McCulloch Co., Ltd., Galt, Ont
J. & R. Weir, Montreal, Que.
*The Waterous Engine Works Co.. Ltd., Brantford, Ont.

ENGINES, gas and gasoline
*Canadian Fairbanks-Morse Co. Ltd., Montreal, Que.
*Hamilton Motor Works, Ltd.. Hamilton, Ont.
*Massey-Harris Co., Ltd., Toronto

ENGINES, gasoline, tractor, plowing and threshing
Sawyer-Massey Co., Ltd., Hamilton, Ont.

ENGINES, hoisting
*Canadian Ingersoll-Rand Co., Ltd., Sherbrooke, Que.
*Canadian Mead Morrison Co.. Ltd., Montreal, Que.
*The Waterous Engine Works Co. Ltd., Brantford, Ont.

ENGINES, marine, gasoline and kerosene
Bruce, Stewart & Co., Ltd., Charlottetown, P.E.I.

ENGINES, steam plowing and threshing
Sawyer-Massey Co., Ltd., Hamilton, Ont.

ENGRAVERS, photo
Grip, Ltd., Toronto, Ont.

ENGRAVERS, half-tone
Grip, Ltd., Toronto.

ENGRAVERS AND PRINTERS steel plate
American Bank Note Co., Ottawa, Ont.

ENGRAVERS AND PRINTERS bank note
American Bank Note Co., Ottawa, Ont,

ENGRAVING
*J. L. Jones Engraving Co., Toronto, Ont.

ENGRAVING, copper and steel plate
Pritchard-Andrews Co. of Ottawa, Ltd., Ottawa, Ont.

ENSILAGE AND STRAW CUTTERS
J. Fleury's Sons, Aurora, Ont.
*Ontario Wind Engine & Pump Co., Ltd., Toronto, Ont.

EVAPORATED APPLES
Grahams, Ltd., Belleville, Ont.

ENVELOPES
*Barber-Ellis Co., Ltd., Toronto.
Canada Envelope Co., Montreal, Que.

EXPANSION BOLTS
Beveridge Paper Co., Ltd., Montreal, Que.

EXPERTS IN PATENT CAUSES
*Ridout & Maybee, Toronto, Ont.

EXPLOSIVES, high
Canadian Explosives, Ltd., Montreal, Que.

FACE PLATE JAWS
*Ker & Goodwin, Brantford, Ont.

FACTORY SUPPLIES, cheese and creamery
De Laval Dairy Supply Co., Ltd., Montreal, Que.

FANS
*The Canadian Blower & Forge Co., Ltd., Kitchener. Ont.

FARM POWER & LIGHT PLANTS
*Northern Electric Company, Limited, Montreal, Que.

FENCING, wire
*C. H. Johnson & Sons, Ltd., Montreal, Que.

FELTS, pulp and paper makers
Ayers, Ltd., Lachute Mills, P.Q.

FENCES AND GATES
*Dennis Wire & Iron Works Co.. London, Ont.
*Canada Wire & Iron Goods Co., Hamilton, Ont.
*Frost Steel & Wire Company, Limited, Hamilton, Ontario.

FIBRE PAILS
*The E. B. Eddy Co., Ltd., Hull, Que.

FIBRE, Vulcanized
Beveridge Paper Co., Ltd., Montreal, Supply Department.

FIBRE (vulcanized), sheets, rods, tubes, etc.
*The Diamond State Fibre Co. of Canada, Ltd., Toronto.

FIBREBRICK, Plastic, jointless
Beveridge Paper Co., Ltd., Montreal, Supply Department.

FILES.
Henry Disston & Sons, Ltd., Toronto. Ont.
*John Morrow Screw & Nut Co., Ltd., Ingersoll, Ont.
*The Nicholson File Co., Port Hope.
The Ingersoll File Company. Ltd. Ingersoll, Ont.

FILING CABINETS
*Office Specialty Co., Newmarket, Ont.

FILING DEVICES
The Macey Office Equipment Co., Toronto.

FILING EQUIPMENT, wood & steel
*Office Specialty Mfg. Co., Ltd., Newmarket, Ont.

FILING SYSTEMS
*Office Specialty Mfg. Co., Ltd., Newmarket, Ont.
Lowe-Martin Co., Ltd., Ottawa, Ont.

FILMS, MOTION PICTURE
*Canadian Aero Film Company, Limited, Toronto.

FIRE ALARMS
*Northern Electric Co., Ltd., Montreal, Que.

* For Display Advertisement see Index, Page 45

FIRE BRICK
Dominion Fire Brick & Clay Products, Ltd., Moose Jaw, Sask.
FIRE BRICK AND CLAY
Dominion Fire Brick & Clay Products, Ltd., Moose Jaw, Sask.
FIRE BRICK, PLASTIC
Beveridge Paper Co., Ltd., Montreal, Que.
FIRE DOOR HARDWARE
*Richard Wilcox Canadian Co., Ltd., London, Ont.
FIRE DOORS
*A. B. Ormsby Co., Ltd., Toronto
*The Pedlar People, Ltd., Oshawa Ont.
FIRE ENGINES
American LaFrance Fire Engine Company of Canada, Limited, Toronto.
*Waterous Engine Works Co., Ltd. Brantford, Ont.
FIRE ESCAPES
American LaFrance Fire Engine Company of Canada, Limited, Toronto.
*Canada Wire & Iron Goods Co. Hamilton, Ont.
*Dennis Wire & Iron Works Co. London, Ont.
*McGregor & McIntyre, Ltd., Toronto, Ont.
FIRE EXTINGUISHERS
*A. B. Ormsby Co., Ltd., Toronto
American LaFrance Fire Engine Company of Canada, Limited, Toronto.
*Booth-Coulter Copper & Brass Co Ltd., Montreal, Que.
*The Bennett & Wright Co., Ltd Toronto, Ont.
FIRE FIGHTING APPARATUS
American LaFrance Fire Engine Company of Canada, Limited, Toronto.
*Waterous Engine Works Co., Ltd. Brantford, Ont.
FIRE HOSE
*Canadian Consolidated Rubber Co **of Canada, Ltd., Montreal, Que**
*Gutta Percha & Rubber, Ltd., Toronto, Ont.
FIRE PREVENTION MATERIAL
*Chicago Bridge & Iron Works Bridgeburg, Ont.
*Eureka Mineral Wool & Asbestos Co., Toronto.
*The Bennett & Wright Co., Ltd., Toronto, Ont.
FIRE-PROOF WINDOWS AND DOORS
*Canadian Metal Window & Steel Products, Limited, Toronto.
*A. B. Ormsby Co., Ltd., Toronto.
*Pedlar People, Ltd., Oshawa, Ont
FIRE PROTECTION SYSTEMS
*Canadian Des Moines Steel Co., Limited, Chatham.
FIRE SPRINKLER SYSTEMS
*Chicago Bridge & Iron Works, Bridgeburg, Ont.
*The Bennett & Wright Co., Ltd. Toronto, Ont.
*Purdy Mansell Co., Toronto, Ont
FIRE AND WATER DEPARTMENT
*Chicago Bridge & Iron Works, Bridgeburg, Ont.
The Garth Co., Montreal, Que.
FISH, Atlantic Sea-Foods
Maritime Fish Corporation, Ltd., Montreal, Que.
FITTINGS FOR SOIL PIPE
Anthes Foundry, Ltd., Toronto.
FITTINGS, steam
Warden King Ltd., Montreal, Que.
FLOORING, hardwood
Seaman Kent Co., Ltd., Meaford, Ont.
FORGES
*Canadian Blower & Forge Co., Ltd., Kitchener, Ont.
FORGINGS
*Canada Foundries & Forgings Co., Welland, Ont.
*The Steel Co. of Canada, Ltd., Hamilton, Ont.
FORGINGS, drop
*Dominion Forge & Stamping Co., Walkerville, Ont.
FOUNDRY EQUIPMENT
*Northern Crane Works, Ltd., Walkerville, Ont.

FOUNTAIN FRUITS AND JUICES
J. J. McLaughlin, Ltd., Toronto.
FROGS AND CROSSINGS, manganese
Canadian Ramapo Iron Works, Ltd., Niagara Falls, Ont.
FUEL
Standard Fuel Co., Toronto, Ont
FUR GARMENTS, men's and women's
Holt, Renfrew, Ltd., Quebec.
FUR GOODS
John W. Peck & Co., Ltd., Montreal, Que.
FURNACES
*McClary Mfg. Co., London, Ont.
FURNITURE; Camp and Verandah and Novelties
The Stratford Mfg. Co., Limited, Stratford, Ont.
FURNITURE, hall
The George McLagan Furniture Co., Ltd., Stratford, Ont.
FURNITURE, office
The Canadian Office & School Furniture Co., Ltd., Preston, Ont.
FURNITURE, reed and rattan
Imperial Rattan Co., Ltd., Stratford, Ont.
FUSES
*Economy Fuse & Mfg. Co., Montreal, Que.
GALVANIZED IRON
*A. C. Leslie & Co., Montreal.
GALVANIZED SHEETS
*Dominion Sheet Metal Co., Hamilton, Ont.
*The A. B. Ormsby Co., Ltd., Toronto, Ont.
GALVANIZERS
Acme Stamping & Tool Works, Ltd., Hamilton, Ont.
*Ontario Wind Engine & Pump Co., Ltd., Toronto, Ont.
*The Pedlar People, Ltd., Oshawa.
GALVANIZING, custom
The Goold, Shapley & Muir Co., Ltd., Brantford, Ont.
GASOLINE ENGINES
*Ontario Wind & Pump Co., Ltd., Toronto, Ont.
De Laval Dairy Supply Co., Ltd., Peterboro, Ont.
*The Goold Shapley & Muir Co., Limited, Brantford, Ont.
GASOLINE FIRE ENGINES
American LaFrance Fire Engine Company of Canada, Limited, Toronto.
*Waterous Engine Works Co., Ltd., Brantford, Ont.
GASOLINE STORAGE SYSTEMS, special underground
*S. F. Bowser & Co., Toronto.
*Steel Trough & Machine Co., Ltd., Tweed, Ont.
GASOLINE
*The Imperial Oil Co., Ltd., Toronto, Ont.
GEARS, cut
*Hamilton Gear and Machine Toronto.
GEARS (noiseless, waterproof)
*The Diamond State Fibre Co. of Canada, Ltd., Toronto.
GELATINE
Canada Gelatine Co., Ltd., Brantford, Ont.
GENERATORS
*Canadian Crocker-Wheeler Co., Ltd., St. Catharines, Ont.
*Canadian Westinghouse Co., Ltd., Hamilton, Ont.
GILDING METAL
*Copper Products, Ltd., Montreal, Que.
GLASSWARE
Dominion Glass Co., Ltd., Montreal, Que.
GLASSWARE, cut
Roden Bros., Ltd., Toronto.
GLASS FOR BUILDINGS
Toronto Plate Glass Importing Co., Ltd., Toronto, Ont.
GLASS BENDERS
Toronto Plate Glass Importing Co., Ltd., Toronto, Ont.
GLASS, mirror
Toronto Plate Glass Importing Co., Ltd., Toronto, Ont.

GLOVES AND MITTS
*A. R. Clarke & Co., Ltd., Toronto.
Craig, Cowan Co., Ltd., Toronto
GLUE
Canada Glue Co., Ltd., Brantford, Ont.
GOLD-FILLED WIRE AND PLATE
Canadian Seamless Wire Co., Toronto, Ont.
GOLD AND SILVER REFINERS
Canadian Seamless Wire Co., Toronto, Ont.
GRAIN CRUSHERS, rapid, easy
J. Fleury's Sons, Aurora, Ont.
GRAPE JUICE
J. J. McLaughlin, Ltd., Toronto.
The Welch Co., Ltd., St. Catharines, Ont.
GRAPHITE, lubricating
Black Donald Graphite Company, Limited, Calabogie, Ont.
GRATES
*The Goldie & McCulloch Co., Ltd., Galt, Ont.
GRATES, revolving, anticlinker
Beveridge Paper Co., Ltd., Montreal, Supply Department.
GRAVITY CARRIERS
*Canadian Mathews Gravity Carrier Co., Toronto, Ont.
GRILLES, metal
*Canada Wire & Iron Goods Co., **Hamilton, Ont.**
*Dennis Wire & Iron Works Co., London, Ont.
GRINDING MACHINERY
*Ford Smith Machine Co., Ltd., Hamilton, Ont.
*Norton Company of Canada, Ltd., Hamilton, Ont.
GRINDING AND POLISHING MACHINERY
*Canadian Hart Wheels, Ltd., Hamilton, Ont.
GRINDING WHEELS
*Canadian Hart Wheels, Ltd., Hamilton, Ont.
*Norton Company of Canada, Ltd., Hamilton, Ont.
*The Dominion Abrasive Wheel Co., Ltd., New Toronto, Ont.
GRINDSTONES
*Richards-Wilcox Canadian Co., Ltd., London, Ont.
GUNN SECTIONAL BOOKCASES
The Geo. McLagan Furniture Co., Ltd., Stratford, Ont.
GUY ANCHORS
B. J. Coghlin Co., Ltd., Montreal.
GYPSUM PRODUCTS
De Laval Dairy Supply Co., Ltd., Peterboro, Ont.
HACK SAW BLADES AND FRAMES
*E. C. Atkins & Co., Inc., Hamilton, Ont.
HACK SAW MACHINES
*E. C. Atkins & Co., Inc., Hamilton, Ont.
HALL FURNITURE
The Geo. McLagan Furniture Co., Ltd., Stratford, Ont.
HANDLES (axe, pick, sledge hammers, etc.)
The Lachute Shuttle Co., Ltd., Lachute Mills, P.Q.
HANDLES, wood
Canada Spool & Bobbin Co., Ltd., Walkerton, Ont.
HAND SAWS
*E. C. Atkins & Co., Inc., Hamilton, Ont.
HANGERS
*The Goldie & McCulloch Co., Ltd., Galt, Ont.
HARDWARE
*Richards-Wilcox Canadian Co., Ltd., London, Ont.
Taylor-Forbes Co., Ltd., Guelph, Ont.
HARNESS
Lamontagne, Ltd., Montreal, Que.
HATS, ladies' felt and straw
Toronto Hat Mfg. Co., Toronto.
HAULAGE, wire rope
*The Dominion Wire Rope Co., Ltd., Montreal, Que.
HEADING SAWS
*E. C. Atkins & Co., Inc., Hamilton, Ont.

HEATERS
*Waterous Engine Works Co., Ltd., Brantford, Ont.
HEATERS, feed water
*The Goldie & McCulloch Co., Ltd., Galt, Ont.
HEATERS, WATER FEED
*Mason Regulator & Engineering Co., Ltd., Montreal, Que.
HEATING APPLIANCES
*C. A. Dunham Co., Ltd., Toronto.
*The Canadian Blower & Forge Co., Ltd., Kitchener, Ont.
HEATING SYSTEMS
*C. A. Dunham Co., Ltd., Toronto.
HEMLOCK, union and oak sole
Breithaupt Leather Co., Ltd., Kitchener, Ont.
HESSIANS
The Canadian Bag Co., Ltd., Montreal, Que.
HINGES
*The Steel Co. of Canada, Ltd., Hamilton, Ont.
HOISTS, electric and pneumatic
*Canadian Ingersoll-Rand Co., Ltd., Montreal, Que.
*Canadian Mead Morrison Co., Ltd., Montreal, Que.
*Northern Crane Works, Ltd., Walkerville, Ont.
HOSE, fire and rubber
*Canadian Consolidated Rubber Co., Ltd., Montreal, Que.
*Gutta Percha & Rubber, Ltd., Toronto, Ont.
HOUSES, factory made
Wm. H. White, Ville St. Pierre, Montreal, Que.
HYDRAULIC TURBINES
*Canadian Ingersoll-Rand Co., Ltd., Sherbrooke, Que.
ICE CREEPERS
Parmenter & Bulloch Co., Ltd., Lagnanoque, Ont.
ICE MACHINE EQUIPMENT
Canadian Ice Machine Co., Limited, Toronto, Ont.
ICE-MAKING MACHINERY
The Linde Canadian Refrigeration Co., Ltd., Montreal, Que.
INGOT METALS
*Brown's Copper & Brass Rolling Mills, Ltd., New Toronto, Ont.
INSERTED TOOTH SAWS
*E. C. Atkins & Co., Inc., Hamilton, Ont.
INSULATING COMPOUNDS
*The Imperial Varnish & Color Co., Ltd., Toronto.
INSULATING PAPERS
Beveridge Paper Co., Ltd., Montreal, Supply Department.
INSULATION VULCANIZED FIBRE
*The Diamond State Fibre Co. of Canada, Ltd., Toronto.
INTERLOCKING RUBBER TILING
*Gutta Percha & Rubber Mfg. Co., of Toronto, Ltd., Toronto, Ont.
IRON
*Nova Scotia Steel & Coal Co., Ltd., New Glasgow, N.S.
IRON AND STEEL BARS
*Burlington Steel Co., Ltd., Hamilton, Ont.
*The Steel Co. of Canada, Ltd., Hamilton, Ont.
IRON STAIRWAYS
*Canada Wire & Iron Goods Co., Hamilton, Ont.
*Dennis Wire & Iron Works Co., London, Ont.
*McGregor & McIntyre, Ltd., Toronto, Ont.
IRONWORK, architectural
*Canada Wire & Iron Goods Co., Hamilton, Ont.
IRONWORK, ornamental
*Canada Wire & Iron Goods Co., Hamilton, Ont.
JAM, canned goods, etc.
E. D. Smith & Son, Ltd.
JAPANS, enamels, etc.
A. Muirhead Co., Ltd., Toronto.
*The Imperial Varnish & Color Co., Ltd., Toronto, Ont.

* For Display Advertisement see Index, Page 45

JELLY POWDER
S. H. Ewing & Sons, Montreal.

JEWELRY, enamelled souvenir
*Caron Bros., Montreal, Que.

JEWELRY, gold-filled
*Caron Bros., Montreal, Que.

JOINTERS
*Canada Machinery Corporation. Ltd., Galt, Ont.
*P. B. Yates Machine Co., Ltd., Hamilton, Ont.

JOIST HANGERS
*Richards-Wilcox Canadian Co Ltd., London, Ont.

JUNCTION BOXES, cable
*Standard Underground Cable Co of Canada, Ltd., Hamilton, Ont

KINDLING
Standard Fuel Co., Toronto, Ont.

KNIFE GRINDERS
*Canada Machinery Corporation. Ltd., Galt, Ont.

KNITTED GOODS
*Penman's, Ltd., Paris, Ont.

KNIVES
*Galt Knife Co., Ltd.
The Peter Hay Knife Co., Ltd., Galt, Ont.
Simonds Canada Saw Co., Ltd., Montreal, Que.

KNIVES, pulp and paper
Henry Disston & Sons, Toronto.
The Peter Hay Knife Co., Ltd. Galt, Ont.

KODAKS AND PHOTOGRAPHIC SUPPLIES
Canadian Kodak Co., Ltd., Toronto.

LABELS
Lawson & Jones, Ltd., London Ont.

LABELS, lithographed
Consolidated Lithographing and Mfg. Co., Ltd., Montreal, Que.
Harris Lithographing Co., Ltd Toronto, Ont.

LABORATORY SUPPLIES
Canadian Laboratory Supplies Ltd., Toronto.

LACE LEATHER
F. C. McCordick, St. Catharines Ont.
*The D. K. McLaren Belting Co Ltd., Montreal, Que.
*The J. C. McLaren Belting Co., Ltd., Montreal, Que.

LADDERS
Stratford Mfg. Co., Ltd., Stratford, Ont.

LADLES, foundry
*Northern Crane Works, Ltd. Walkerville, Ont.

LATH
The C. Beck Mfg. Co., Ltd., Penetanguishene, Ont.

LATHE CHUCKS
*Ker & Goodwin, Brantford, Ont

LATHES
*Canada Machinery Corporation Ltd., Galt, Ont.

LAUNCHES
Peterboro Canoe Co., Ltd., Peterboro, Ont.

LAWN MOWERS
Taylor-Forbes Co., Ltd., Guelph Ont.

LAWN SWINGS
Stratford Mfg. Co., Ltd., Stratford, Ont.

LAVATORIES, enameled
Amherst Foundry Co., Ltd., Amherst, N.S.

LAUNDRY SINKS
Amherst Foundry Co., Ltd., Amherst, N.S.

LEAD
*Consolidated Mining & Smelting Co. of Canada, Ltd., Montreal

LEAD GRINDERS
Benjamin Moore & Co. Ltd., Toronto, Ont.

LEAD PIPE
*Hoyt Metal Co., Toronto, Ont.
*The Steel Co. of Canada, Ltd., Hamilton, Ont.
Toronto Plate Glass Importing Co., Ltd., Toronto, Ont.
*The Canada Metal Co., Toronto.

LEAD SHEET
Toronto Plate Glass Importing Co., Ltd., Toronto, Ont.

LEATHER
The Robson Leather Co., Ltd., Oshawa, Ont.

LEATHER, bookbinders'
Clarke & Clarke, Ltd., Toronto.

LEATHER, fancy
Clarke & Clarke, Ltd., Toronto.

LEATHER GOODS
Lamontagne, Ltd., Montreal, Que

LEATHER GOODS, Fine
Federated Leather Goods Co., Ltd., Montreal, Que.

LEATHER, hemlock, union and oak sole
The Breithaupt Leather Co., Ltd. Kitchener, Ont.

LEATHER, patent colt and side leather
*A. R. Clarke & Co., Ltd., Toronto

LEATHER, sheep skin, etc.
Clarke & Clarke, Ltd., Toronto.

LEATHER, upholstering
Clarke & Clarke, Ltd., Toronto.

LEATHER, upper
A. Davis & Son., Ltd., Kingston Ont.
King Brothers Co., Ltd., Whitby Ont.

LINK-BELT, Ewart and saw mill riveted
*Canadian Link-Belt Co., Toronto

LINOLEUM
Dominion Oil Cloth and Linoleum Co., Ltd., Montreal, Que.

LITHOGRAPHERS
American Bank Note Co., Ottawa Ont.
Consolidated Lithographing and Mfg. Co., Ltd., Montreal, Que.
Harris Lithographing Co., Ltd Toronto, Ont.
The Federated Press, Limited, Montreal, Que.

LOCKERS
*Canada Wire & Iron Goods Co Hamilton, Ont.
*Dennis Wire & Iron Works Co. London, Ont.
*Geo. B. Meadows, Wire, Iron and Brass Works Co., Toronto, Ont

LOCOMOTIVES, industrial
*Montreal Locomotive Works, Ltd. Montreal, Que.

LOCOMOTIVE & MARINE BRASS WORKS
The James Morrison Brass Mfg Co., Ltd., Toronto.

LOOSE LEAF SYSTEMS
Copeland-Chatterson Co., Ltd Brampton, Ont.
Lowe-Martin Co., Ottawa, Ont.

LUGS, for silos and water tanks
*Ontario Wind Engine & Pump Co., Ltd., Toronto.

LUMBER
The C. Beck Mfg. Co., Ltd., Penetanguishene, Ont.

LUMBER, asbestos
*Eureka Mineral Wool & Asbestos Co., Toronto, Ont.

LUMBER, spruce and pine, cedar railway ties and shingles
*Bathurst Lumber Co., Ltd., Bathurst, N.B.

LUMBER, red pine and spruce
Gillies Bros., Ltd., Braeside, Ont

LUMBER, White pine
Gillies Bros., Ltd., Braeside, Ont

LUMBERING BLANKETS
Slingsby Mfg. Co., Ltd., Brantford Ont.

MACHINE KNIVES
*Galt Knife Co., Ltd.
*E. C. Atkins & Co., Inc., Hamilton, Ont.
Henry Disston & Sons, Toronto.

MACHINE TOOLS
*Canada Machinery Corporation. Ltd., Galt, Ont.
*John Bertram & Sons Co., Ltd., Dundas, Ont.

MACHINE WORK, special and repairs
*Canadian Rumely Co., Ltd., Toronto, Ont.

MACHINERY, special, designing and developing.
Larsen & Shaw, Ltd., Walkerton.

MACHINERY AND UTENSILS FOR BAKERS
Fletcher Mfg. Co., Ltd., Toronto.

MACHINERY AND UTENSILS FOR CANDY
Fletcher Mfg. Co., Ltd., Toronto.

MACHINERY AND UTENSILS FOR ICE CREAM
Fletcher Mfg. Co., Ltd., Toronto.

MACHINERY, Conveying
*Canadian Link-Belt Company, Ltd., Toronto, Ont.
*Canadian Mathews Gravity Carrier Co., Ltd., Toronto.

MACHINERY, flour mill
*Canadian Fairbanks-Morse Co., Ltd., Montreal, Que.

MACHINERY, ice cream
J. J. McLaughlin, Ltd., Toronto.

MACHINERY, grinding
*Canadian Hart Wheels, Ltd., Hamilton, Ont.
*Canadian Mead Morrison Co., Ltd., Montreal, Que.
J. & R. Weir, Montreal, Que.
*Northern Crane Works, Ltd., Walkerville, Ont.

MACHINERY, iron working
*Canada Machinery Corporation, Ltd., Galt, Ont.
*John Bertram & Sons Co., Ltd., Dundas, Ont.

MACHINERY, pulp mill
*Canadian Ingersoll-Rand Co., Ltd., Sherbrooke, Que.
*Dominion Engineering Works. Limited, Montreal, Que.
*The Waterous Engine Works Co., Ltd., Brantford, Ont.

MACHINERY, punching and shearing
*Canada Machinery Corporation, Ltd., Galt, Ont.
*John Bertram & Sons Co., Ltd., Dundas, Ont.

MACHINERY, railroad and car-shop
*Canada Machinery Corporation, Ltd., Galt, Ont.
*John Bertram & Sons Co., Ltd., Dundas, Ont.

MACHINERY, roadmaking
Sawyer-Massey Co., Ltd., Hamilton, Ont.
*The Waterous Engine Works Co., Ltd., Brantford, Ont.

MACHINERY, sawmill
The E. Long Mfg. Co., Ltd., Orillia, Ont.
P. Payette & Co., Pentanguishene, Ont.
*The Waterous Engine Works Co., Ltd., Brantford, Ont.
*Yates, P. B., Machine Co., Ltd., Hamilton, Ont.

MACHINERY, sheet metal working
Brown, Boggs Co., Ltd., Hamilton, Ont.
*Canada Machinery Corporation, Ltd., Galt, Ont.

MACHINERY, woodworking
*Canada Machinery Corporation. Ltd., Galt, Ont.
*Yates, P. B., Machine Co., Ltd., Hamilton, Ont.
Preston Woodworking Machinery Co., Ltd., Preston, Ont.
*The Waterous Engine Works Co., Ltd., Brantford, Ont.

MACHINES, painting
Spramotor Co., London, Ont.

MAGNESITE
*Canadian Carbonate Co., Montreal, Que.

MALLEABLE IRON CASTINGS
*Galt Malleable Iron Co., Ltd., Galt, Ont.

MARTINGALE RINGS AND SLIDE LOOPS
The Arlington Co. of Canada, Ltd., Toronto, Ont.

MATCHERS
*P. B. Yates Machine Co., Ltd., Hamilton, Ont.

MATCHES
*The E. B. Eddy Co., Ltd., Hull, Que.

MECHANICAL STOKERS
*Under-feed Stoker Co. of Canada, Ltd., Toronto.

METAL, babbitt
Alonzo W. Spooner, Ltd., Port Hope, Ont.
*Canada Metal Co., Toronto, Ont.

METAL CEILINGS
*The Pedlar People, Ltd., Oshawa, Ont.
*The A. B. Ormsby Co., Ltd., Toronto, Ont.

METAL LATH
*The Pedlar People, Ltd., Oshawa, Ont.

METAL PACKING
*Garlock Packing Co., Hamilton, Ont.

METAL, spinning and stamping
*The Booth-Coulter Copper & Brass Co., Ltd., Toronto, Ont.

METAL PROTECTIVE PAINTS
Sturgeons Limited, Toronto.

METAL SAWS
*E. C. Atkins & Co., Inc., Hamilton, Ont.

METAL SHINGLES
*The Pedlar People, Ltd., Oshawa, Ont.
*The A. B. Ormsby Co., Ltd., Toronto, Ont.

MILK DEALERS' MACHINERY AND SUPPLIES
De Laval Dairy Supply Co., Ltd., Peterboro, Ont.

MILLBOARD, asbestos
*Eureka Mineral Wool & Asbestos Co., Toronto.

MILLING CUTTERS
*Pratt & Whitney Co. of Canada, Dundas, Ont.

MILLING MACHINES
*Ford Smith Machine Co., Ltd., Hamilton, Ont.

MILL RIVITED
*Canadian Link-Belt Company, Ltd., Toronto, Ont.

MITTS AND GLOVES, Indian, tan, red deerskins
Holt, Renfrew, Ltd., Quebec, Que.
*A. R. Clarke & Co., Ltd., Toronto.

MIXERS, chocolate, dough and paint
Fletcher Mfg. Co., Ltd., Toronto.

MOCCASINS AND SLIPPERS, Indian tanned leathers
Holt, Renfrew, Ltd., Quebec, Que.

MONEL METAL
*International Nickel Co. of Canada, Ltd., Toronto.

MORTISERS
*Canada Machinery Corporation, Ltd., Galt, Ont.
*P. B. Yates Machine Co., Ltd., Hamilton, Ont.

MOTION PICTURES
*Canadian Aero Film Company, Limited, Toronto.
Pathescope of Canada, Limited, Toronto.

MOTOR CARS
*Ford Co. of Canada, Ford, Ont.

MOTORS, electric (alternating current)
*Canadian Westinghouse Co., Ltd., Hamilton, Ont.
*Jones & Moore Electric Co., Ltd., Toronto, Ont.
*Canadian Crocker-Wheeler Co., Ltd., St. Catharines, Ont.
*T. & H. Electric Co., Hamilton, Ont.

MOTORS, electric (direct current)
*Canadian Westinghouse Co., Ltd., Hamilton, Ont.
*Jones & Moore Electric Co., Ltd., Toronto, Ont.
*T. & H. Electric Co., Hamilton.

MOTORS, electric (repairing)
*T. & H. Electric Co., Hamilton.

MOULDERS
*Canada Machinery Corporation, Ltd., Galt, Ont.
*P. B. Yates Machine Co., Ltd., Hamilton, Ont.

NAILS
*The Steel Co. of Canada, Ltd., Hamilton, Ont.

NAILS, copper
Parmenter & Bullock Co., Ltd., Gananoque, Ont.

NAILS, wire
Parmenter & Bullock Co., Ltd., Gananoque, Ont.

*For Display Advertisement see Index, Page 45

NAPHTHA
*The Imperial Oil Co., Ltd., Toronto, Ont.

NICKEL CASTINGS
*International Nickel Co. of Canada, Ltd., Toronto.

NICKEL METAL
*Deloro Smelting & Refining Co., Ltd., Deloro, Ont.
*International Nickel Co. of Canada, Ltd., Toronto.

NICKEL OXIDE
*Deloro Smelting & Refining Co., Ltd., Deloro, Ont.
Coniagas Reduction Co., Ltd., St Catharines, Ont.
*International Nickel Co. of Canada, Ltd., Toronto.

NUTS
*John Morrow Screw & Nut Co., Ltd., Ingersoll, Ont.
*The National Acme Mfg. Co. Montreal, Que.
*The Steel Co. of Canada, Ltd., Hamilton, Ont.

OAKUM, plumbers, Canadian Navy
Factory Waste & Metal Co., Montreal, Que.

OAT CRUSHERS AND FLAKERS
J. Fleury's Sons, Aurora, Ont.

OFFICE CHAIRS, Etc.
The Macey Office Equipment Co., Toronto.

OFFICE DESKS
*Goderich Organ Co., Goderich, Ont

OFFICE EQUIPMENT
Lowe-Martin Co., Ltd., Ottawa Ont.
*Office Specialty Co., Newmarket, Ont.

OFFICE FURNITURE
*Office Specialty Mfg. Co., Ltd., Newmarket, Ont.

OILS
*A. Ramsay & Son Co., Montreal Que.

OIL FILTRATION AND CIRCULATING SYSTEMS
*S. F. Bowser & Co., Toronto, Ont

OIL STORAGE SYSTEMS, self-measuring
*S. F. Bowser & Co., Toronto, Ont

OIL COMPANIES
*Canadian Oil Cos., Toronto.
Commercial Oil Co., Ltd., Hamilton, Ont.
*Imperial Oil Co., Toronto.

OILS (petroleum products)
*British American Oil Co., Ltd Toronto, Ont.
*The Imperial Oil Co., Toronto.

OILS, road
*The Barrett Co., Ltd., Toronto and Montreal.

OILCLOTHS, floor and table
Dominion Oil Cloth and Linoleum Co., Ltd., Montreal, Que.

ORGANS
Casavant Freres, Limitee, St Hyacinthe, Que.
*Goderich Organ Co., Goderich Ont.

ORGANS, parlor
*Goderich Organ Co., Goderich, Ont

ORGANS, pipe
Casavant Freres, Limitee, St Hyacinthe, Que.

ORGANS, reed
Bell Piano & Organ Co., Ltd. Guelph. Ont.

ORNAMENTAL IRON WORK
*Canada Wire & Iron Goods Co. Hamilton, Ont.
*Dennis Wire & Iron Works Co. London, Ont.
*The Geo. B. Meadows, Toronto Iron & Brass Goods Works Co. Ltd., Toronto, Ont.
*McGregor & McIntyre, Ltd., Toronto, Ont.

OVERALLS
Peerless Overall Co., Rock Island Que.
Walker Pant & Shirt Co., Walkerville and Chatham, Ont.

OVERCOATINGS
Rosamond Woollen Co., Almonte Ont.

OVERHEAD RUNWAYS
*MacKinnon Steel Co., Ltd., Sherbrooke, Que.
*Richards-Wilcox Canadian Co., Ltd., London, Ont.

OXY-ACETYLENE WELDING
*L'Air Liquide Society, Montreal, Que.
*The Prest-O-Lite Co., Inc., Toronto

OXYGEN
*L'Air Liquide Society, Montreal Que.

PACKING BOXES
Barchard & Co., Ltd., Toronto.

PACKING, engine
*Garlock Packing Co., Hamilton, Ont.

PACKING, Metallic-Flexible
Beveridge Paper Co., Ltd., Montreal, Supply Department.

PACKING, rubber
*Canadian Consolidated Rubber Co., Ltd., Montreal, Que.
*Gutta Percha & Rubber Mfg. Co. of Toronto, Ltd.
*Jenkins Bros., Ltd., Montreal, Que.

PAD HOOKS
Parmenter & Bulloch Co., Ltd., Gananoque, Ont.

PAILS AND TUBS, wooden
The C. Beck Mfg. Co., Ltd., Penetanguishene, Ont.

PAINTERS' SUPPLIES
A. Muirhead Co., Ltd., Toronto.

PAINTS AND VARNISHES
A. Muirhead Co., Ltd., Toronto.
Benjamin Moore & Co., Ltd., Toronto, Ont.
*The Imperial Varnish & Color Co., Ltd., Toronto, Ont.
The Staneland Co., Ltd., Victoria, B.C.
*A Ramsay & Sons Co., Montreal, Que.
Standard Paint Co. of Canada, Ltd., Montreal, Que.

PAINTS, preservative
Standard Paint Co. of Canada, Ltd., Montreal, Que.
*The Barrett Co., Ltd., Toronto and Montreal.

PAPER, bags, all kinds
Beveridge Paper Co., Ltd., Montreal.

PAPER BOXES
King Paper Box Co., Ltd., Montreal, Que.

PAPER, coated, book and label
*Provincial Paper Mills, Ltd., Georgetown, Ont.

PAPER, coated box board
*Provincial Paper Mills, Ltd., Georgetown, Ont.

PAPER, coated cover
*Provincial Paper Mills, Ltd., Georgetown, Ont.

PAPER, envelope
*Provincial Paper Mills, Ltd., Georgetown, Ont.
The Toronto Paper Mfg. Co., Cornwall, Ont.

PAPER, enamelled blotting
*Provincial Paper Mills, Ltd., Georgetown, Ont.

PAPER, label
*Provincial Paper Mills, Ltd., Georgetown, Ont.

PAPER, ledger
*Howard Smith Paper Mills, Ltd., Montreal, Que.
*Rolland Paper Co., Ltd., Montreal, Que.
The Toronto Paper Mfg. Co., Cornwall, Ont.

PAPER, super-book
The Toronto Paper Mfg. Co., Cornwall, Ont.

PAPER, writing
The Toronto Paper Mfg. Co., Cornwall, Ont.
*Howard Smith Paper Mills, Ltd., Montreal, Que.
*Rolland Paper Co., Ltd., Montreal Que.

PAPERS, bond
*Howard Smith Paper Mills, Ltd., Montreal, Que.
*Rolland Paper Co., Ltd., Montreal, Que.

PAPERS, building
*Bathurst Lumber Co., Ltd., Bathurst, N.B.
*The Riordon Pulp & Paper Co., Montreal, Que.
Standard Paint Co. of Canada, Ltd., Montreal, Que.

PARCHMENT PAPER, for wet packing
Beveridge Paper Co., Ltd., Montreal.

PARLOR SUNDRIES
The Geo. McLagan Furniture Co., Ltd., Stratford, Ont.

PATENTS
Fetherstonhaugh & Co., Toronto.
*Ridout & Maybee, Toronto, Ont.
*Harold C. Shipman & Co., Ottawa.

PATENT LITIGATION
*Ridout & Maybee, Toronto, Ont.
*Harold C. Shipman & Co., Ottawa, Ont.

PAY ROLL AUDITS
*International Business Machines, Ltd., Toronto, Ont.

PERFORATED METALS
*Canada Wire & Iron Goods Co., Hamilton, Ont.

PERFORATED MUSIC ROLLS
The Otto Higel Co., Ltd., Toronto.

PERFUMES AND TOILET PREPARATIONS
Sovereign Perfumes, Ltd., Toronto.

PETROLEUM PRODUCTS
*The Imperial Oil Co., Ltd., Toronto, Ont.

PHOTO MAILERS
*Thompson & Norris Co., of Canada, Ltd., Toronto and Montreal.

PHOTO PLAYS
*Canadian Aero Film Company, Limited, Toronto.

PIANO ACTIONS
The Otto Higel Co., Ltd., Toronto.

PIANO KEYS
The Otto Higel Co., Ltd., Toronto.

PIANO, player actions
The Otto Higel Co., Ltd., Toronto.

PIANOS AND PLAYER PIANOS
Bell Piano & Organ Co., Ltd., Guelph, Ont.

PIANO STOOLS AND BENCHES
*Goderich Organ Co., Goderich, Ont.

PIG IRON
*The Steel Co. of Canada, Ltd., Hamilton, Ont.
*M. A. Hanna & Co., Toronto.
*Algoma Steel Corporation.

PINS, society, emblems and badges
*Caron Bros., Montreal, Que.

PIPE, cast iron, for water and gas
National Iron Works, Ltd., Toronto, Ont.

PIPE COUPLINGS
*The Steel Co. of Canada, Ltd., Hamilton, Ont.

PIPE COVERINGS
*Eureka Mineral Wood & Asbestos Co., Toronto, Ont.

PIPES, culvert
*The Pedlar People, Ltd., Oshawa, Ont.

PIPE AND NIPPLES, black and galvanized
*Canadian Tube & Iron Co., Ltd., Montreal, Que.

PIPE, sewer
Hamilton & Toronto Sewer Pipe Co., Ltd., Hamilton, Ont.

PIPE, soil and fittings
Anthes Foundry, Ltd., Toronto and Winnipeg.
Warden King Ltd., Montreal, Que.

PISTON RODS
*The Canadian Drawn Steel Co., Ltd., Hamilton, Ont.
*Union Drawn Steel Co., Ltd., Hamilton, Ont.

PLANERS
*Canada Machinery Corporation, Ltd., Galt, Ont.
*P. B. Yates Machine Co., Ltd., Hamilton, Ont.

PLASTERING TROWELS
*E. C. Atkins & Co., Inc., Hamilton, Ont.

PLOWS
J. Fleury's Sons, Aurora, Ont.

PLUMBERS' SUPPLIES
The Garth Co., Montreal, Que.
The James Morrison Brass Mfg. Co., Ltd., Toronto, Ont.
Toronto Plate Glass Importing Co., Ltd., Toronto, Ont.

PNEUMATIC DRILLS
*Canadian Ingersoll-Rand Co., Ltd., Montreal, Que.

POLE LINE MATERIAL (wooden insulator top pins, side blocks, pole steps, cross arms)
The Lachute Shuttle Co., Ltd., Lachute Mills, P.Q.

POLES, flag
*Ontario Wind Engine & Pump Co., Ltd., Toronto, Ont.

POLISHING MACHINERY
*Ford Smith Machine Co., Ltd., Hamilton, Ont.

PORK PACKERS AND CHEESE EXPORTERS
The Ingersoll Packing Co., Ltd., Ingersoll, Ont.

POWDER, blasting
Canadian Explosives, Ltd., Montreal, Que.

POWER PRESSES
*Hydraulic Machinery Co., Ltd., Montreal, Que.

PRESSES, hydraulic
*The Hydraulic Machinery Co., Limited, Montreal.

PRESSES, sheet metal stamping
Brown, Boggs Co., Ltd., Hamilton, Ont.
*Canada Machinery Corporation, Ltd., Galt, Ont.

PRESSES, veneer
*Canada Machinery Corporation, Ltd., Galt, Ont.

PRINTING AND LITHOGRAPHING
Lawson & Jones, Ltd., London, Ont.
The Federated Press, Limited, Montreal, Que.

PRINTING & LITHOGRAPHIC INKS.
Charles Bush, Limited, Toronto.

PULLEYS
*Canadian Fairbanks-Morse Co., Ltd., Montreal, Que.
*The Goldie & McCulloch Co., Ltd., Galt, Ont.

PULLEYS, Fibre
*The Diamond State Fibre Co. of Canada, Ltd., Toronto.

PULLEYS, wood split
*Bernard Industrial Co., Fortierville, P.Q.

PULP, bleached sulphite
*Riordan Sales Co., Ltd., Montreal,

PULP, unbleached sulphite
*Riordan Sales Co., Ltd., Montreal,

PULP, sulphate and sulphite
*Bathurst Lumber Co., Ltd., Bathurst, N.B.

PULP AND PAPER MILL MACHINERY
*The Hydraulic Machinery Co., Limited, Montreal.

PUMPS
*Canadian Ingersoll-Rand Co., Ltd., Montreal, Que.
*Canadian Fairbanks-Morse Co., Ltd., Montreal, Que.
*E. Leonard & Sons, Ltd., London, Ont.
*Ontario Wind Engine & Pump Co., Ltd., Toronto, Ont.
*Smart-Turner Machine Co., Ltd., Hamilton, Ont.
Spramotor Co., London, Ont.
*The Electric Steel & Metals Co., Ltd., Welland, Ont.

PUMPS, boiler feed
*Smart-Turner Machine Co., Ltd., Hamilton, Ont.
*The Goldie & McCulloch Co., Ltd., Galt, Ont.

PUMPS, centrifugal
Ltd., Walkerville, Ont.
*Canadian Ingersoll-Rand Co., Ltd., Montreal, Que.
*Canadian Mead Morrison Co., Ltd., Montreal, Que.
*Dominion Engineering Works, Limited, Montreal, Que.
*Dominion Forge & Stamping Co.,
*The Goldie & McCulloch Co., Ltd., Galt, Ont.
*Smart-Turner Machine Co., Ltd., Hamilton, Ont.
*The Waterous Engine Works Co., Ltd., Brantford, Ont.

PUMPS, hydraulic
*The Hydraulic Machinery Co., Limited, Montreal.

PUMPS, turbine and reciprocating
*Smart-Turner Machine Co., Ltd., Hamilton, Ont.

PUNCHES
*Pratt & Whitney Co., Dundas, Ont.

RADIATORS
Taylor-Forbes Co., Ltd., Guelph, Ont.
Warden King, Ltd., Montreal, Que.

RAILS (STEEL).
*Algoma Steel Corporation.

RAILINGS, brass and iron
*Dennis Wire & Iron Works Co., London, Ont.

RAILWAY SUPPLIES
*Canadian Steel Foundries, Ltd., Montreal, Que.
*Chicago Bridge & Iron Works, Bridgeburg, Ont.
B. J. Coghlin Co., Ltd., Montreal, Que.

READY-TO-WEAR GARMENTS, ladies'
H. C. Boulter Co., Ltd., Toronto.

REAMERS
*Pratt & Whitney Co., Dundas, Ont
*Butterfield & Co., Rock Island, P.Q.

RECEPTACLES, fibre
*The Diamond State Fibre Co. of Canada, Ltd., Toronto.

REFRIGERATORS
Sanderson-Harold Co., Ltd., Paris Ont.

REFRIGERATING MACHINERY
The Linde Canadian Refrigeration Co., Ltd., Montreal, Que.

REFRIGERATING EQUIPMENT.
Canadian Ice Machine Co., Ltd., Toronto, Ont.

REFRIGERATORS, store, homes and institutions
Ham & Nott Co., Ltd., Brantford, Ont.
*John Hillock & Co., Ltd., Toronto.

REINFORCEMENT BARS
*Burlington Steel Co., Ltd., Hamilton, Ont.
*The Steel Co. of Canada, Ltd., Hamilton, Ont.

REINFORCEMENT FOR CONCRETE
*Canada Wire & Iron Goods Co., Hamilton, Ont.

REINFORCEMENT FOR CONCRETE ROOFING, metal
*The Pedlar People, Ltd., Oshawa, Ont.

REVOLVING DOORS
*A. B. Ormsby Co., Ltd., Toronto

RINGS, gold
*Caron Bros., Montreal, Que.

RIVETS
*Canadian Tube & Iron Co., Ltd. Montreal, Que.
*The Steel Co. of Canada, Ltd., Hamilton, Ont.

RIVETS, bifurcated and tubular
Parmenter & Bullock Co., Ltd. Gananoque, Ont.

RIVETS AND BURRS, iron, copper and brass
Parmenter & Bullock Co., Ltd., Gananoque, Ont.

ROCK DRILLS
*Canadian Ingersoll-Rand Co., Ltd. Montreal, Que.

ROLLING STEEL DOORS
*A. B. Ormsby Co., Ltd., Toronto

ROOFING, metal
*A. B. Ormsby Co., Ltd., Toronto

ROOFINGS, plastic, liquid, rubber
Beveridge Paper Co., Ltd., Montreal, Supply Department.

ROOFING, ready to lay
Standard Paint Co. of Canada Ltd., Montreal, Que.
*The Barrett Co., Ltd., Toronto and Montreal.

ROOF TRUSSES
*The Canadian Bridge Co., Ltd., Walkerville, Ont.
*Dominion Bridge Co., Ltd., Montreal, Que.

ROPE
*Doon Twines, Limited, Kitchener, Ontario.
*Shurly & Derrett, Ltd., Toronto.

ROPE, cotton
Hamilton Cotton Co., Hamilton, Ont.

RUBBER FOOTWEAR
*Gutta Percha & Rubber Ltd., Toronto, Ont.
The Miner Rubber Co., Ltd., Grandy, Que.

RUBBER GOODS
*Canadian Consolidated Rubber Co., Ltd., Montreal, Que.
*Gutta Percha & Rubber Limited, Toronto.

RUBBER MACHINERY
*The Hydraulic Machinery Co. Limited, Montreal.

RUBBER MILL MACHINERY
*Canadian Ingersoll-Rand Co., Ltd. Sherbrooke, Que.

RUBBER PACKING
*Garlock Packing Co., Hamilton Ont.

RULES
The Lufkin Rule Co. of Canada Ltd., Windsor, Ont.

SADDLERY HARDWARE
*Dominion Forge & Stamping Co., Walkerville, Ont.

SAFES
*Goldie & McCulloch Co., Ltd. Galt, Ont.

SAMPLE CASES
*The M. Langmuir Mfg. Co., of Toronto, Ltd., Toronto, Ont.
J. Eveleigh & Co., Ltd., Montreal, Que.

SAND RAMMERS
*Canadian Ingersoll-Rand Co., Ltd., Montreal, Que.
*P. B. Yates Machine Co., Ltd. Hamilton, Ont.

SASH CORD, cotton
Hamilton Cotton Co., Hamilton Ont.

SALT
*Canadian Salt Co., Ltd., Windsor, Ont.
Dominion Salt Co., Ltd., Sarnia Ont.

SANITARY PAPER TOWELS
*E. B. Eddy Co., Ltd., Hull, Que

SAVE-ALLS
*The Hydraulic Machinery Co. Limited, Montreal.

SAW SHARPENING MACHINERY
*Canadian Hart Wheels, Ltd., Hamilton, Ont.

SAWS
*E. C. Atkins & Co., Ltd., Hamilton, Ont.
Henry Disston & Sons, Ltd., Toronto, Ont.
Shurly & Deitrich, Galt, Ont.

SAWS, cross-cut and band
*Canada Machinery Corporation Ltd., Galt, Ont.
*P. B. Yates Machine Co., Ltd. Hamilton, Ont.
Shurly & Deitrich, Galt, Ont.

SAWS, circular mill
Shurly & Deitrich, Galt, Ont.

SAWS, of all kinds
Simonds Canada Saw Co., Ltd., Montreal, Que.

SAWS, rip
*Canada Machinery Corporation, Ltd., Galt, Ont.
*P. B. Yates Machine Co., Ltd., Hamilton, Ont.
Shurly & Deitrich, Galt, Ont.

SAWMILLS
*The Waterous Engine Works Co., Ltd., Brantford, Ont.

SCALES
*Canadian Fairbanks-Morse Co., Ltd., Montreal, Que.

SCREENS
*Canada Wire & Iron Goods Co., Hamilton, Ont.

SCREEN DOORS AND WINDOWS
Sanderson-Harold Co., Ltd., Paris, Ont.
Ham & Nott Co., Ltd., Brantford, Ont.

SCREENS; Folding Draft
The Stratford Mfg. Co., Limited, Stratford, Ont.

SCREWS
*John Morrow Screw & Nut Co., Ltd., Ingersoll, Ont.
*National Acme Company, Montreal, Que.
*The Steel Co. of Canada, Ltd., Hamilton, Ont.
*Torrington Company, Limited, Upper Bedford, Que.

SCREW PLATES
*Butterfield & Co., Rock Island, P.Q.

SEATS; Park and Grand Stand
The Stratford Mfg. Co., Limited, Stratford, Ont.

SECURITIES, engraved
American Bank Note Co., Ottawa, Ont.

SERGES
Rosamond Woollen Co., Almonte, Ont.

SEWAGE DISPOSAL SYSTEMS
Anthes Foundry, Ltd., Toronto.

SEWAGE SCREENS
*The Hydraulic Machinery Co., Limited, Montreal.

SHAFTING
*Canadian Drawn Steel Co., Ltd., Hamilton, Ont.
*The Goldie & McCulloch Co., Ltd., Galt, Ont.
*Union Drawn Steel Co., Ltd., Hamilton, Ont.

SHANTY BLANKETS
Slingsby Mfg. Co., Ltd., Brantford, Ont.

SHAPERS
*Canada Machinery Corporation, Ltd., Galt, Ont.
*P. B. Yates Machine Co., Ltd., Hamilton, Ont.

SHEAR BLADES, iron
*Galt Knife Co., Ltd.
The Peter Hay Knife Co., Ltd., Galt, Ont.

SHEATHING
*The Barrett Co., Ltd., Toronto and Montreal.

SHEATHING, asbestos corrugated
*Eureka Mineral Wool & Asbestos Co., Toronto, Ont.

SHEET METAL STAMPINGS
Acme Stamping & Tool Works, Ltd., Hamilton, Ont.
*The Pedlar People, Ltd., Oshawa, Ont.
*The A. B. Ormsby Co., Ltd., Toronto, Ont.

SHEETS, fibre
*The Diamond State Fibre Co. of Canada, Ltd., Toronto.

SHEETS, galvanized
*Dominion Sheet Metal Co., Ltd., Hamilton, Ont.
*The Pedlar People, Ltd., Oshawa, Ont.

SHINGLES
*Bathurst Lumber Co., Ltd., Bathurst, N.B.

SHINGLE SAWS
*E. C. Atkins & Co., Inc., Hamilton, Ont.

SHINGLE STAINS
Sturgeons, Limited, Toronto.

SHIP BUILDERS
J. & R. Weir, Montreal, Que.

SHIRTS
John W. Peck & Co., Ltd., Montreal, Que.

SHIRTS, workmen's
*A. R. Clarke & Co., Ltd., Toronto

SHOE PEGWOOD
O. Chalifour, Quebec, Que.

SHOE LININGS
Galt Knitting Co., Ltd., Galt, Ont

SHOOKS
Barchard & Co., Ltd., Toronto.

SIGNAL CELLS-RAILWAY
*Canadian National Carbon Co., Ltd., Toronto

SILENT CHAIN DRIVES
*Canadian Link-Belt Company, Ltd., Toronto, Ont.

SILVER BULLION
Coniagas Reduction Co., Ltd., St Catharines, Ont.
*Deloro Smelting & Refining Co. Ltd., Deloro, Ont.

SILVERSMITH
Standard Silver Co., Toronto, Ont

SILVERWARE, sterling
Roden Bros., Ltd., Toronto, Ont.

SINKS, enamelled
Amherst Foundry Co., Ltd., Amherst, N.S.

SKIFFS
Peterboro Canoe Co., Ltd., Peterboro, Ont.

SKYLIGHTS
*A. B. Ormsby Co., Ltd., Toronto.
*The Pedlar People, Ltd., Oshawa, Ont.

SLOTTERS
*Canada Machinery Corporation, Ltd., Galt, Ont.

SMOKE CONSUMERS
*Under-Feed Stoker Company of Canada, Limited, Toronto.

SMOKE-STACKS
*Canadian Chicago Bridge & Iron Co., Ltd., Bridgeburg, Ont.
*Canadian Ingersoll-Rand Co., Ltd., Sherbrooke, Que.
*The Goldie & McCulloch Co., Ltd., Galt, Ont.
*E. Leonard & Sons, Limited, London, Ont.
*MacKinnon Steel Co., Ltd., Sherbrooke, Que.
*Steel Trough & Machine Co., Ltd., Tweed, Ont.

SOAPS
J. Barsalou & Co., Ltd., Montreal.

SOAP (soft, oil)
*The Imperial Varnish & Color Co., Ltd., Toronto, Ont.

SODA ASH
Brunner, Mond Canada, Limited, Amherstburg, Ont.

SODA WATER FOUNTAINS
J. J. McLaughlin, Ltd., Toronto.

SODA WATER FOUNTAINS AND ACCESSORIES
Fletcher Mfg. Co., Ltd., Toronto.

SOIL PIPE
Anthes Foundry, Ltd., Toronto.

SOLDER
Alonzo W. Spooner, Ltd., Port Hope, Ont.
*Canada Metal Co., Toronto, Ont.
*Hoyt Metal Co., Toronto, Ont.
Magnolia Metal Co. of Canada, Ltd., Montreal, Que.

SOLDER, silver
Geo. H. Lees & Co., Hamilton, Ont.

SOLDER, wire and bar
American Can Co., Montreal, and Hamilton.

SOLDERING IRONS AND COPPERS
Brown, Boggs Co., Ltd., Hamilton.

SNOWSHOES
Holt, Renfrew, Ltd., Quebec, Que.

SPECIAL MACHINERY
*Canadian Ingersoll-Rand Co., Ltd., Sherbrooke, Que.

SPECIALTIES, SWAGED AND THREADED WIRE
*Torrington Company, Limited, Upper Bedford, Que.

SPELTER
*Consolidated Mining & Smelting Co. of Canada, Ltd., Montreal.

SPIRAL CONVEYORS
*Canadian Mathews Gravity Carrier Co., Ltd., Toronto, Ont.

SPLIT PEAS
H. Murton, Ltd., Guelph, Ont.

SPOOLS
Canada Spool & Bobbin Co., Ltd., Walkerton, Ont.

SPORTING MEDALS AND TROPHIES
Roden Bros., Ltd., Toronto, Ont.

SPRAYERS
Spramotor Co., London, Ont.

SPRING COTTERS
*Richards-Wilcox Canadian Co., Ltd., London, Ont.

SPRINGS
*Canadian Steel Foundries, Ltd., Montreal, Que.
B. J. Coghlin Co., Ltd., Montreal.
Guelph Spring & Axle Co., Ltd., Guelph, Ont.

SPRINGS, carriage and automobile
Guelph Spring & Axle Co., Ltd.,

SPRING SHACKLE BOLTS
*John Morrow Screw & Nut Co., Ltd., Ingersoll, Ont.

*For Display Advertisement see Index, Page 45

SPRINKLER SYSTEMS
*Chicago Bridge & Iron Works, Bridgeburg, Ont.
*The Bennett & Wright Co., Ltd., Toronto, Ont.
*Purdy, Mansell, Ltd., Toronto.

SPROCKET WHEELS
*Canadian Link-Belt Company, Ltd., Toronto, Ont.

STAINS, creosote shingle
A. Muirhead Co., Ltd., Toronto.

STAMPS, steel, brass and rubber
Pritchard-Andrews Co. of Ottawa, Ltd., Ottawa, Ont.

STAMPINGS, steel, brass, aluminum, etc.
Larsen & Shaw, Ltd., Walkerton.

STATIONERY, office
Harris Lithographing Co., Toronto.

STEAM PIPE AND BOILER COVERINGS, asbestos
*Eureka Mineral Wool & Asbestos Co., Toronto.

STEAM SHOVELS
*Canadian Mead Morrison Co., Ltd., Montreal, Que.

STEAM SPECIALTIES
*C. A. Dunham Co., Ltd., Toronto.

STEAM TRAPS
*C. A. Dunham Co., Ltd., Toronto.

STEEL
*Nova Scotia Steel & Coal Co., Ltd., New Glasgow, N.S.
*Burlington Steel Co., Ltd., Hamilton, Ont.
*MacKinnon Steel Co., Ltd., Sherbrooke, Que.

STEEL BILLETS AND BLOOMS
*The Steel Co. of Canada, Ltd., Hamilton, Ont.

STEEL BUILDINGS
*The Canadian Bridge Co., Ltd., Walkerville, Ont.
*Dominion Bridge Co., Ltd., Montreal, Que.
*Hamilton Bridge Works Co., Ltd., Hamilton, Ont.
*Maritime Bridge Co., Ltd., New Glasgow, N.S.
*McGregor & McIntyre, Ltd., Toronto, Ont.
*MacKinnon Steel Co., Limited, Sherbrooke, P.Q.
*The Pedlar People, Ltd., Oshawa, Ont.
*The A. B. Ormsby Co., Ltd., Toronto, Ont.

STEEL CASTINGS
Beauchemin & Fils, Ltd., Sorel, Que.
*Canadian Steel Foundries, Ltd., Montreal, Que.
*Dominion Foundries and Steel Co., Ltd., Hamilton, Ont.
*Electric Steel & Metals Co., Ltd., Welland, Ont.

STEEL DOORS, rolling
*The A. B. Ormsby Co., Ltd., Toronto, Ont.

STEEL FILING EQUIPMENT
*Office Specialty Mfg. Co., Ltd., Newmarket, Ont.

STEEL PLATE WORK
*Canadian Chicago Bridge & Iron Co., Ltd., Bridgeburg, Ont.
*Canadian Ingersoll Rand Co., Ltd., Sherbrooke, Que.
*Hamilton Bridge Works Co., Ltd., Hamilton, Ont.
*MacKinnon Steel Co., Limited, Sherbrooke, P.Q.
*Toronto Iron Works, Ltd., Toronto

STEEL RODS
*The Steel Co. of Canada, Ltd., Hamilton, Ont.
*Algoma Steel Corporation.

STEEL SASH
*Canadian Metal Window & Steel Products, Limited, Toronto.
*Dennis Wire & Iron Works Co., London, Ont.
*The A. B. Ormsby Co., Ltd., Toronto, Ont.

STEEL SHELVING
*Dennis Wire & Iron Works Co., London, Ont.

STEEL WIRE RODS
*The Steel Co. of Canada, Ltd., Hamilton, Ont.

STELLITE
*Deloro Smelting & Refining Co., Ltd., Deloro and Toronto.

STENCILS, brass
Pritchard-Andrews Co. of Ottawa, Ltd., Ottawa, Ont.

STEREO TISSUE AND BLOTTINGS
Beveridge Paper Co., Ltd., Montreal.

STEREOTYPING
Central Press Agency, Toronto.

STOKERS
*Under-feed Stoker Co. of Canada, Ltd., Toronto, Ont.

STOOLS, steel factory
*Steel Trough & Machine Co., Ltd. Tweed, Ont.

STORAGE BATTERIES
*Northern Electric Company, Limited, Montreal, Que.
*Prest-O-Lite Company of Canada Limited, Toronto.

STORE FITTINGS
The Canadian Office & School Furniture Co., Ltd., Preston Ont.

STOVES
Smith Foundry Co., Ltd., Fredericton, N.B.

STOVE POLISH GRAPHITE
Black Donald Graphite Company Limited, Calabogie, Ont.

STOVES AND RANGES
*McClary Mfg. Co., London, Ont

STRAWS, paper drinking
Fletcher Mfg. Co., Ltd., Toronto

STRUCTURAL STEEL.
*Algoma Steel Corporation.

STRUCTURAL STEEL WORK
*Canadian Ingersoll-Rand Co., Ltd. Sherbrooke, Que.
*Dominion Bridge Co., Montreal.
*Hamilton Bridge Works Co., Ltd. Hamilton, Ont.
*McGregor & McIntyre, Ltd., Toronto, Ont.
*MacKinnon Steel Co., Ltd., Sherbrooke, Que.
*The Canadian Bridge Co., Ltd. Walkerville, Ont.

SUIT CASES
J. Eveleigh & Co., Ltd., Montreal
*The M. Langmuir Mfg. Co., of Toronto. Ltd., Toronto, Ont.

SULPHUR BURNERS
*The Hydraulic Machinery Co. Limited, Montreal.

SUPERHEATERS, steam
*The Goldie & McCulloch Co., Ltd., Galt, Ont.

SUPERHEATERS, STEAM (Locomotive, Marine, Stationary)
The Superheater Company, Limited, Transportation Building, Montreal, Quebec.

SUPPLY DEALERS
*The Foundation Co., Ltd., Montreal, Que.

SURFACERS
*Canada Machinery Corporation Ltd., Galt, Ont.
*P. B. Yates Machine Co., Ltd., Hamilton, Ont.

SWITCHES, railway
Canadian Ramapo Iron Works Ltd., Niagara Falls, Ont.

SWITCHES AND FROGS
*Canadian Steel Foundries, Ltd. Montreal, Que.

SWITCH STANDS
Canadian Ramapo Iron Works Ltd., Niagara Falls, Ont.

TABLE COVERS, chenille
Hamilton Cotton Co., Hamilton Ont.

TANKS
*Canadian Chicago Bridge & Iron Company, Ltd., Bridgeburg, Ont.
*Canadian Des Moines Steel Co., Limited, Chatham.
*Hamilton Bridge Works Co., Ltd., Hamilton, Ont.
*E. Leonard & Sons, Ltd., London, Ont.
*MacKinnon Steel Co., Ltd., Sherbrooke, Que.
*Maritime Bridge Co., Ltd., New Glasgow, N.S.
*Ontario Wind Engine & Pump Co., Ltd., Toronto, Ont.
*The Goldie & McCulloch Co., Ltd., Galt, Ont.
*The Goold Shapley & Muir Co., Limited, Brantford, Ont.
*The Waterous Engine Works Co., Ltd., Brantford, Ont.
*Toronto Iron Works, Ltd., Toronto.
Wm. H. White, Ville St. Pierre, Montreal, Que.

TANKS, elevated steel
*Canadian Chicago Bridge & Iron Co., Ltd., Bridgeburg, Ont.
*Canadian Des Moines Steel Co. Limited, Chatham.

TANKS, steel storage
*Canadian Ingersoll Rand Co., Ltd., Sherbrooke, Que.
*Canadian Chicago Bridge & Iron Co., Ltd., Bridgeburg, Ont.
*The Goldie & McCulloch Co., Ltd., Galt, Ont.
*MacKinnon Steel Co., Ltd., Sherbrooke, Que.
*Steel Trough & Machine Co., Ltd., Tweed, Ont.

TANNERS' OILS & GREASES
Salem Oil & Grease Co. of Canada, Limited, Farnham, Que.

TANNERS' SUPPLIES
*McClary Mfg. Co., London, Ont.

TAPS
*Butterfield & Co., Rock Island, P.Q.
*Pratt & Whitney Co., Dundas, Ont.

TAPES, measuring
The Lufkin Rule Co. of Canada, Ltd., Windsor, Ont.

TELEPHONE ACCESSORIES
*Northern Electric Co., Ltd., Montreal, Que.

TERMINALS, electric cable
*Standard Underground Cable Co. of Canada, Ltd., Hamilton, Ont.

TERRA COTTA, architectural
Toronto Plate Glass Importing Co., Ltd., Toronto, Ont.

TEXTILE SUPPLIES (shuttles, bobbins, spools and picker sticks)
The Lachute Shuttle Co., Ltd., Lachute Mills, P.Q.

TIE TAMPERS
*Canadian Ingersoll-Rand Co., Ltd., Montreal, Que.

TILING, rubber
*Gutta Percha & Rubber Ltd., Toronto, Ont.

TIME RECORDERS
*International Business Machines Co., Ltd., Toronto, Ont.

TINWARE, lithographed
*MacDonald Mfg. Co., Ltd., Toronto, Ont.

TIRES, bicycle, auto, carriage, truck, motorcycle.
*Gutta Percha & Rubber Ltd., Toronto, Ont.

TOILET PAPER, towels, tissues
Beveridge Paper Co., Ltd., Montreal.

TOOLS, pneumatic
*Canadian Ingersoll-Rand Co., Ltd., Montreal, Que.

TOOLS, track
B. J. Coghlin Co., Ltd., Hamilton.

TOOLS, sheet metal workers'
Brown, Boggs Co., Ltd., Hamilton.

TOYS AND GAMES.
A. C. Gilbert-Menzies Co., Ltd., Toronto, Ont.

TRADE MARKS AND DESIGNS
*Ridout & Maybee, Toronto, Ont.

TRAFFIC SERVICES
National Traffic Service Association of Canada, Toronto.

TRANSFORMERS
*The Canadian Crocker-Wheeler Co., Ltd., St. Catharines, Ont.

TRANSLATIONS INTO FRENCH
Raoul Renault, Quebec City.

TRANSMISSION MACHINERY
*Bond Engineering Works., Limited, Toronto.
*Canadian Link Belt Co., Toronto.
*The Waterous Engine Works Co., Ltd., Brantford, Ont.

TRAPS
*C. A. Dunham Co., Ltd., Toronto.

TROLLEYS
*Richard-Wilcox Canadian Co., Ltd., London, Ont.
*Northern Crane Works, Ltd., Walkerville, Ont.

TRUCKS
*Canadian Fairbanks-Morse Co., Ltd., Montreal, Que.
*Northern Crane Works, Ltd., Walkerville, Ont.

TRUCKS, brick, tile and lumber
*Waterous Engine Works Co., Ltd., Brantford, Ont.

TRUCKS, motor
*National Steel Car Co., Ltd., Hamilton, Ont.

TRUCKS FOR OFFICE AND VAULT USE
*Office Specialty Mfg. Co., Ltd., Newmarket, Ont.

TRUNKS
Lamontagne, Ltd., Montreal, Que.
J. Eveleigh & Co., Ltd., Montreal.
*The M. Langmuir Mfg. Co., of Toronto, Ltd., Toronto.

TUBES, ice cream
Fletcher Mfg. Co., Ltd., Toronto.

TUBING, brass and copper
*Booth-Coulter Copper & Brass Co., Ltd., Toronto, Ont.
Canadian Seamless Wire Co., Toronto, Ont.
*Copper Products, Ltd., Montreal, Que.

TUBING, gold and silver
Canadian Seamless Wire Co., Toronto, Ont.

TUMBLERS, foundry
*Northern Crane Works, Ltd., Walkerville, Ont.
*Smart-Turner Machine Co., Ltd., Hamilton, Ont.

TURBINES, hydraulic
*Dominion Engineering Works, Limited, Montreal, Que.

TURBINES, steam
*The Canadian Crocker-Wheeler Co., Ltd., St. Catharines.
*The Goldie & McCulloch Co., Ltd., Galt, Ont.

TURBINE PUMPS
*The Goldie & McCulloch Co., Ltd., Galt, Ont.

TWEEDS
Rosamond Woollen Co., Almonte, Ont.

TWINES
*Doon Twines, Limited, Kitchener, Ontario.
*Shurly & Derrett, Ltd., Toronto.

TWINES, binder
Brantford Cordage Co., Ltd., Brantford, Ont.

TWINES, cotton
Hamilton Cotton Co., Hamilton, Ont.

TWIST DRILLS
*John Morrow Screw & Nut Co., Ltd., Ingersoll.
*Pratt & Whitney Co. of Canada, Dundas, Ont.

UNDERWEAR
Galt Knitting Co., Ltd., Galt, Ont.

UNIONS
*Dart Union Co., Ltd., Toronto.

UPHOLSTERED FURNITURE, leather and tapestries
Imperial Rattan Co., Ltd.

* For Display Advertisement see Index, Page 45

VACUUM PUMPS
*Canadian Ingersoll-Rand Co., Ltd., Sherbrooke, Que.
*The Goldie & McCulloch Co., Ltd., Galt, Ont.

VALVES
*Canadian Fairbanks-Morse Co., Ltd., Montreal, Que.
*Kerr Engine Co., Ltd., Walkerville.
*Jenkins Bros., Ltd., Montreal, Que.

VALVES, for steam and water
*Jenkins Bros., Ltd., Montreal.
James Morrison Brass Mfg. Co. Ltd., Toronto, Ont.

VALVES, REDUCING
*Mason Regulator & Engineering Co., Ltd., Montreal, Que.

VAULT FITTINGS, steel
*Office Specialty Mfg. Co., Ltd., Newmarket, Ont.

VAULTS AND VAULT DOORS
*The Goldie & McCulloch Co., Ltd., Galt, Ont.

VENTILATORS
*A. B. Ormsby, Ltd., Toronto, Ont.
*The Pedlar People, Ltd., Oshawa, Ont.

WALLPAPERS
Staunton Limited, Toronto.

WASHERS
*The Steel Co. of Canada, Ltd., Hamilton, Ont.

WASHERS, fibre
*The Diamond State Fibre Co. of Canada, Ltd., Toronto.

WASHERS, plate or wrought
London Rolling Mill Co., Ltd., London, Ont.

WASTE BASKETS, fibre
*The Diamond State Fibre Co. of Canada, Ltd., Toronto.

WASTES, wool and cotton
Factory Waste & Metal Co., Montreal, Que.

WATERPROOF, cement coating
Benjamin Moore & Co., Ltd., Toronto, Ont.
Beveridge Paper Co., Ltd., Montreal. Supply Department.
*The Barrett Co., Ltd., Toronto and Montreal.

WATERPROOF, caselining
Beveridge Paper Co., Ltd., Montreal, Supply Department.

WATER PAINTS
Sturgeons Limited, Toronto.

WEBBING, elastic
Hamilton Cotton Co., Hamilton, Ont.

WEBBING, non-elastic
Hamilton Cotton Co., Hamilton, Ont.

WELDING APPARATUS AND MATERIALS
*The Presto-O-Lite Co., Toronto.

WELL-DIGGING TOOLS AND MACHINERY
*Ontario Wind Engine & Pump Co., Ltd., Toronto, Ont.

WHEELS, corundum and emery
*Canadian Hart Wheels, Ltd., Hamilton, Ont.

WELL DRILLING TOOLS AND MACHINERY
Oil Well Supply Co., Ltd., Petrolia, Ont.

WHIPS AND LASHES
Lay Whip Co., Rock Island, Que.

WHITE ARSENIC
Coniagas Reduction Co., Ltd., St. Catharines, Ont.

WHITE LEAD
*A. Ramsay & Son Co., Montreal.

WINDMILLS
*Ontario Wind Engine & Pump Co., Ltd., Toronto, Ont.

WIRE
*The Steel Co. of Canada, Ltd., Hamilton, Ont.
*Laidlaw Bale-Tie Co., Ltd., Hamilton, Ont.
*Frost Steel & Wire Company, Limited, Hamilton, Ontario.

WIRE BALE TIES
*Frost Steel & Wire Co., Limited, Hamilton, Ontario.
*Laidlaw Bale-Tie Co., Ltd., Hamilton, Ont.

WIRE CLOTH
*Canada Wire & Iron Goods Co., Hamilton, Ont.
*B. Greening Wire Co., Limited, Hamilton, Ont.
*C. H. Johnston & Sons, Ltd., Montreal, Que.

WIRE, feeder and trolley
*Standard Underground Cable Co of Canada, Ltd., Hamilton, Ont

WIRE GUARDS
*Canada Wire & Iron Goods Co., Hamilton, Ont.
*B. Greening Wire Co., Limited, Hamilton, Ont.
*C. H. Johnson & Sons, Limited. Montreal, Que.

WIRE, insulated electric
*Northern Electric Co., Ltd., Montreal, Que.
*Standard Underground Cable Co of Canada, Ltd., Hamilton, Ont

WIRE ROPE
Canada Wire & Iron Goods Co. Hamilton.
*Dominion Wire Rope Co., Ltd. Montreal, Que.
*The B. Greening Wire Co., Ltd., Hamilton, Ont.

WIRE, weatherproof
*Northern Electric Co., Ltd., Montreal, Que.
*Standard Underground Cable Co of Canada, Ltd., Hamilton, Ont

WIRE WORK
*C. H. Johnson & Sons, Limited Montreal, Que.
*Canada Wire & Iron Goods Co., Hamilton, Ont.
*The Geo. B. Meadows, Toronto Iron & Brass Goods Works Co. Ltd., Toronto, Ont.

WIRING DEVICES
*Northern Electric Co., Ltd., Montreal, Que.

WOOD
Standard Fuel Co., Toronto, Ont.

WOOD BORERS
*Canadian Ingersoll-Rand Co., Ltd., Sherbrooke, Que.
*Canada Machinery Corporation, Ltd., Galt, Ont.

WOOD PRESERVATIVES
Sturgeons Limited, Toronto.

WOOD PRINTERS
Barchard & Co., Ltd., Toronto.

WOOD PULP, mechanical
La Cie de Pulpe de Chicoutimi, Chicoutimi, Que.

WOOD SHOP, general work
*Canadian Rumely Co., Ltd., Toronto, Ont.

WOOD SPLIT PULLEYS
*Dodge Mfg. Co., Ltd., Toronto.

WOOL
*H. V. Andrews, Toronto, Ont.

WOOD TURNING
Canada Spool & Bobbin Co., Ltd., Walkerton, Ont.

WORSTED COATINGS AND SUITINGS
Rosamond Woollen Co., Almonte, Ont.

WRAPPERS, book, bottle, etc.
*Thompson & Norris Co., of Canada, Ltd., Toronto and Montreal.

WROUGHT IRON PIPE
*The Steel Co. of Canada, Ltd., Hamilton, Ont.

YARNS, cotton
Hamilton Cotton Co., Hamilton, Ont.

ZINC
*Consolidated Mining and Smelting Co., of Canada, Ltd., Montreal, Que.

ZINC, electrical
*The Canada Metal Co., Toronto.

"MEAD-MORRISON"

CANADIAN MM CANADIAN MM

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McCASLIN CONVEYORS
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Robert Hamilton, Vancouver.
Harvard Turnbull, Toronto.
Ferguson & Palmer, London, Eng

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Industrial Canada

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OCT 19 1951

PRE-CONVENTION NUMBER

THE membership are again reminded of the Fiftieth Annual General Meeting of the Canadian Manufacturers Association—the Made-in-Canada Convention, which takes place at the Chateau Frontenac, Quebec, on June 7, 8 and 9. Business of importance will be transacted and a large attendance is urged. ¶ In this number will be found full reports of proceedings at the Annual Meetings of the various Divisions of the Association, which were held during the past month, together with several other articles of timely interest.

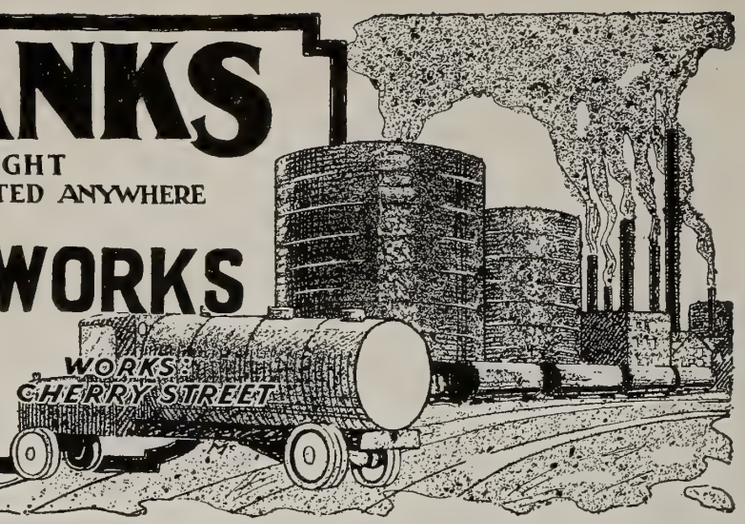
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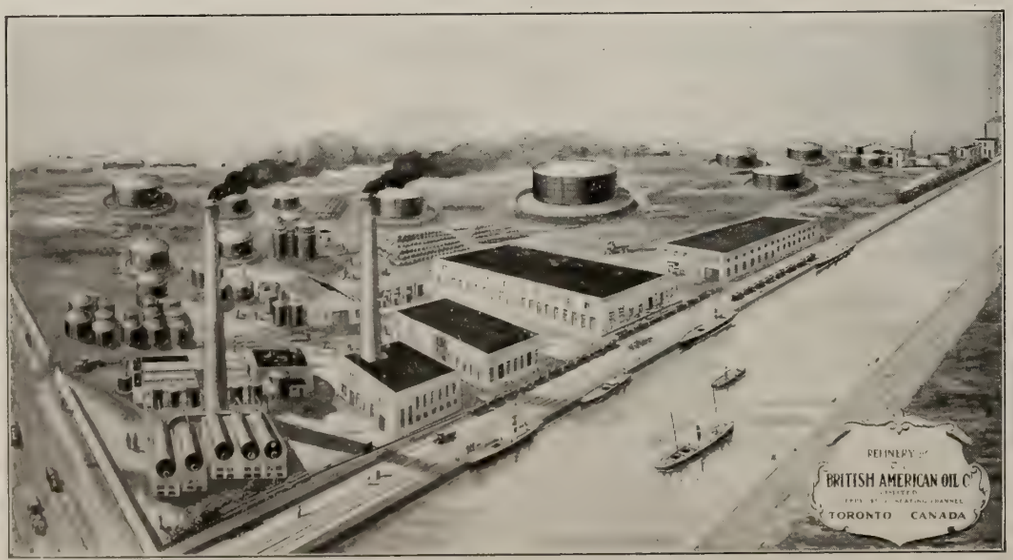
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THE BRITISH AMERICAN OIL CO., LIMITED

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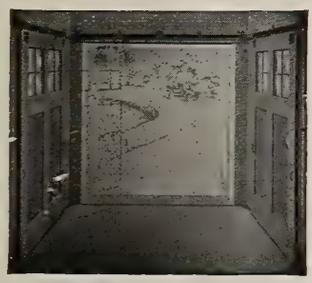


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They never let go! Stronger than malleable. All sizes and styles for all kinds of work. Save space and time in erection.

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Angle Doors, Parallel Doors, etc. Special jobs receive the prompt attention of our engineering department. Let us know your requirements.





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The Modern Method of Factory Transportation

A Richards-Wilcox Carrier System---either I-Beam or Trolley---will pay for itself in one year on actual pay-roll saving, not to mention the increased efficiency. Occupies no floor space. Always ready for use. Operates easily, one man can handle 2,500 lbs. Trolley carriers made in sixteen styles and sizes for loads up to 2,500 lbs. For heavier loads use I-Beam Equipment.

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"A hanger for any door that slides"



"R-W" TROLLEYS ARE BEST FOR ALL SLIDING DOORS

Specified by leading architects and engineers throughout Canada and the United States. "A hanger for any door that slides."

FIRE DOORS AND FIRE DOOR HARDWARE WITH UNDERWRITERS' LABEL

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Good Appearance and Finish will Sell Your Products

"Save the surface and you save all" *Paint & Varnish*

Whether made of wood or metal, a good finish is both an advertisement and a selling force to your product.

Satisfaction comes to the customer when that finish gives super-service and wear.

We make finishes that give super-service for every class of manufactured article.

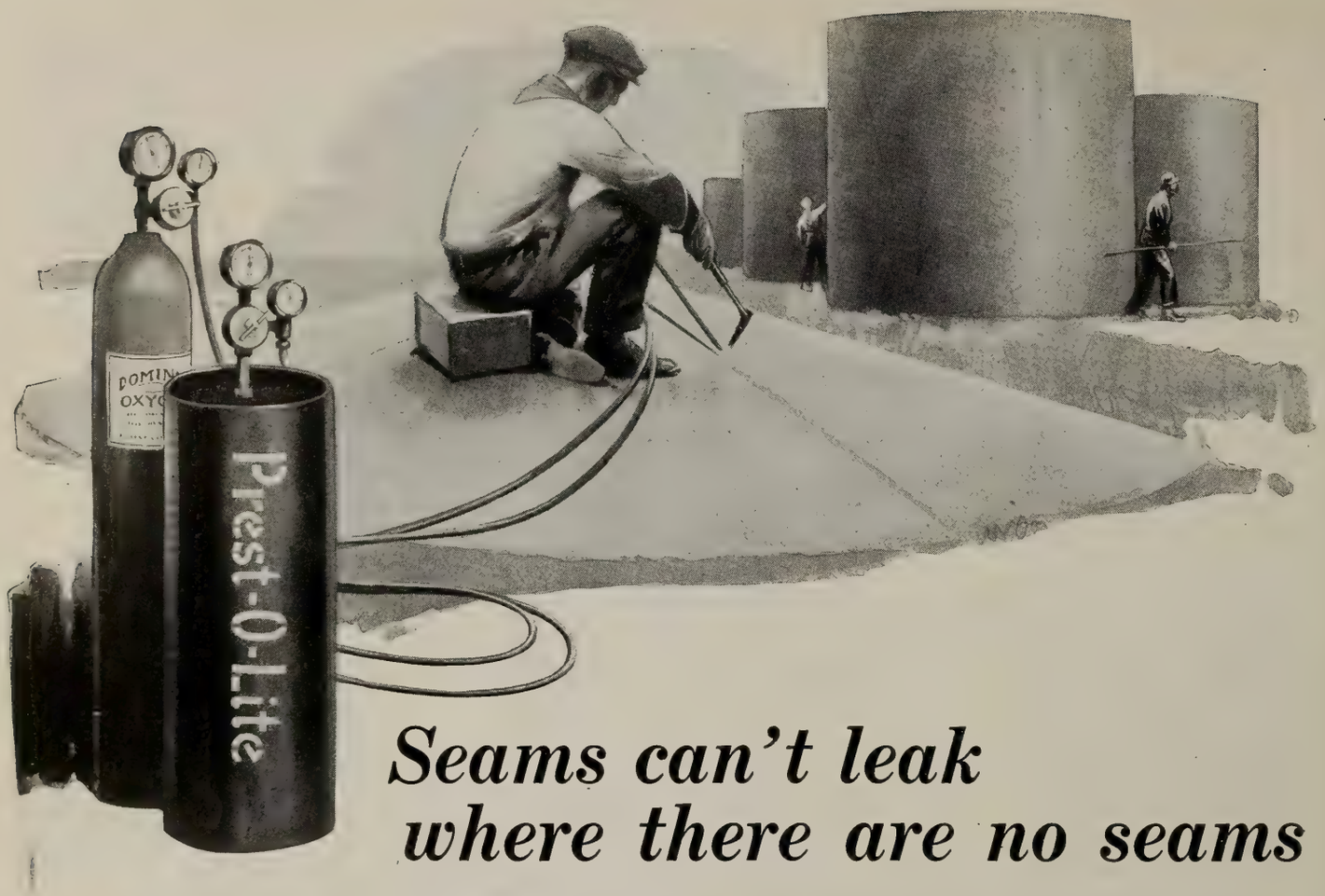
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THE IMPERIAL VARNISH & COLOR CO. LIMITED

HEAD OFFICE TORONTO CANADA

MONTREAL WINNIPEG VANCOUVER

Index to Advertisers . . . Page 45 Contents . . . Page 47



Seams can't leak where there are no seams

MODERN tanks are one-piece and without seams, thanks to the oxy-acetylene weld.

And ends, manholes and openings for pipe connections are accurately, quickly and economically cut to pattern with the cutting blow-pipe.

These and other time-and-money-saving applications of oxy-acetylene are made possible in any shop, anywhere by

Prest-O-Lite
DISSOLVED ACETYLENE

supplied in readily portable, instantly available cylinders which permit the use of highly pure gas in quantities to meet any requirements—large or small.

Transported quickly and easily to any job, Prest-O-Lite Dissolved Acetylene is ideally suited for all welding and cutting operations.

Centrally situated plants and warehouses form the basis of Prest-O-Lite Service, insuring prompt deliveries of uniformly pure Prest-O-Lite Dissolved Acetylene when and where it is needed, in any required quantity.

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Branches at: Montreal, Toronto, Winnipeg.

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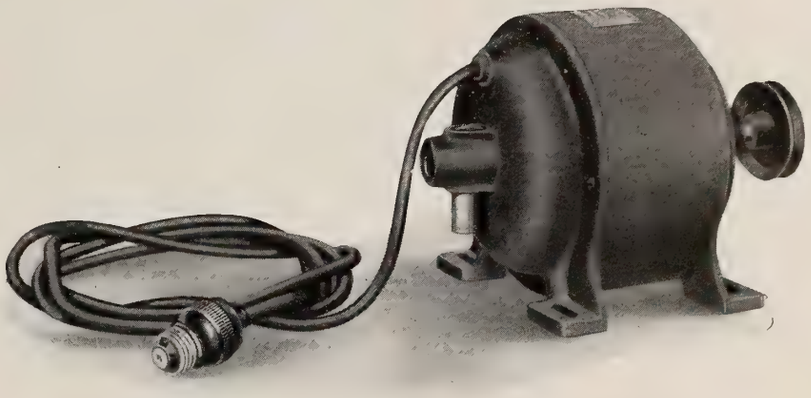
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¶ TOTALLY ENCLOSED (SOMETHING NEW) AND BUILT WITH OUR LATEST CAST WINDING ROTOR CONSTRUCTION.

¶ IT WILL DO YOU CREDIT.



Canadian Crocker-Wheeler ¾ H.P., 110 Volts, 60 or 25 cycles. totally enclosed motor.

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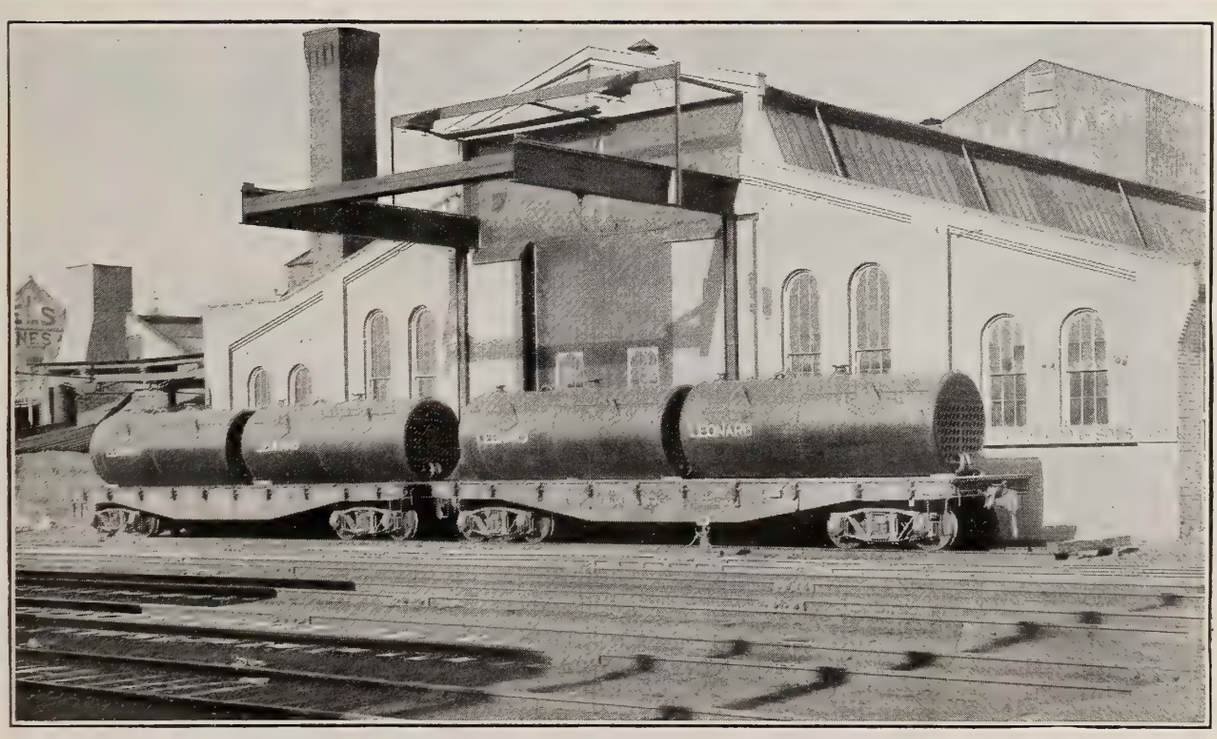
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Dependable Power for Isolated Plants

Appreciating the demands of power users for economical power, our engineers have developed a line of Semi-Diesel engines in which can be used a great variety of low grade oils, including crude oils. The details of these vertical and horizontal oil engines as embodied in our design, are the result of years of experience in this field, and as a result all "experiments" have been eliminated.

In construction, the Fairbanks-Morse oil engines combine the great simplicity of the valveless two-cycle principle with accessibility and sound mechanical construction.

Fairbanks-Morse Oil Engines

are especially adapted to driving dynamos and other machinery requiring a constant steady rotative force. For close speed regulation these engines have no equal because the very sensitive governor regulates the fuel to meet the slightest change in load.

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Our nearest Sales Office will be glad to send detailed information of special interest to you.

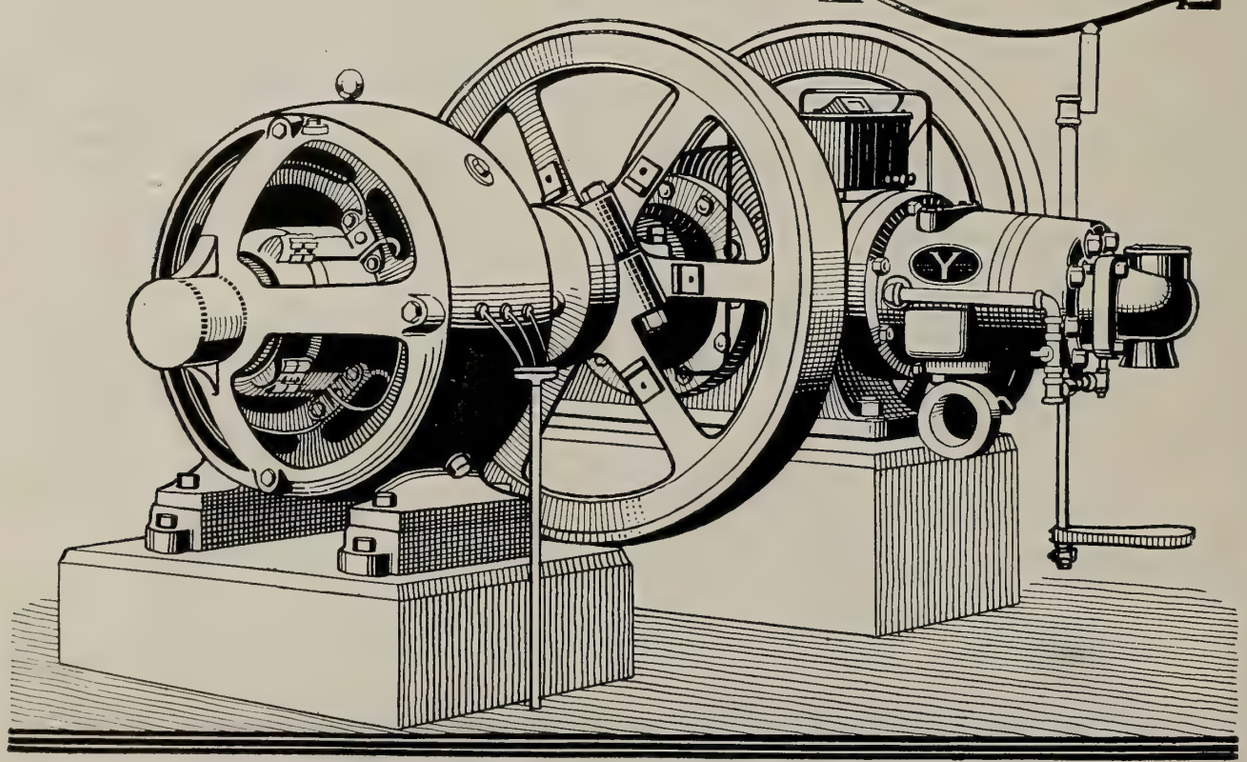
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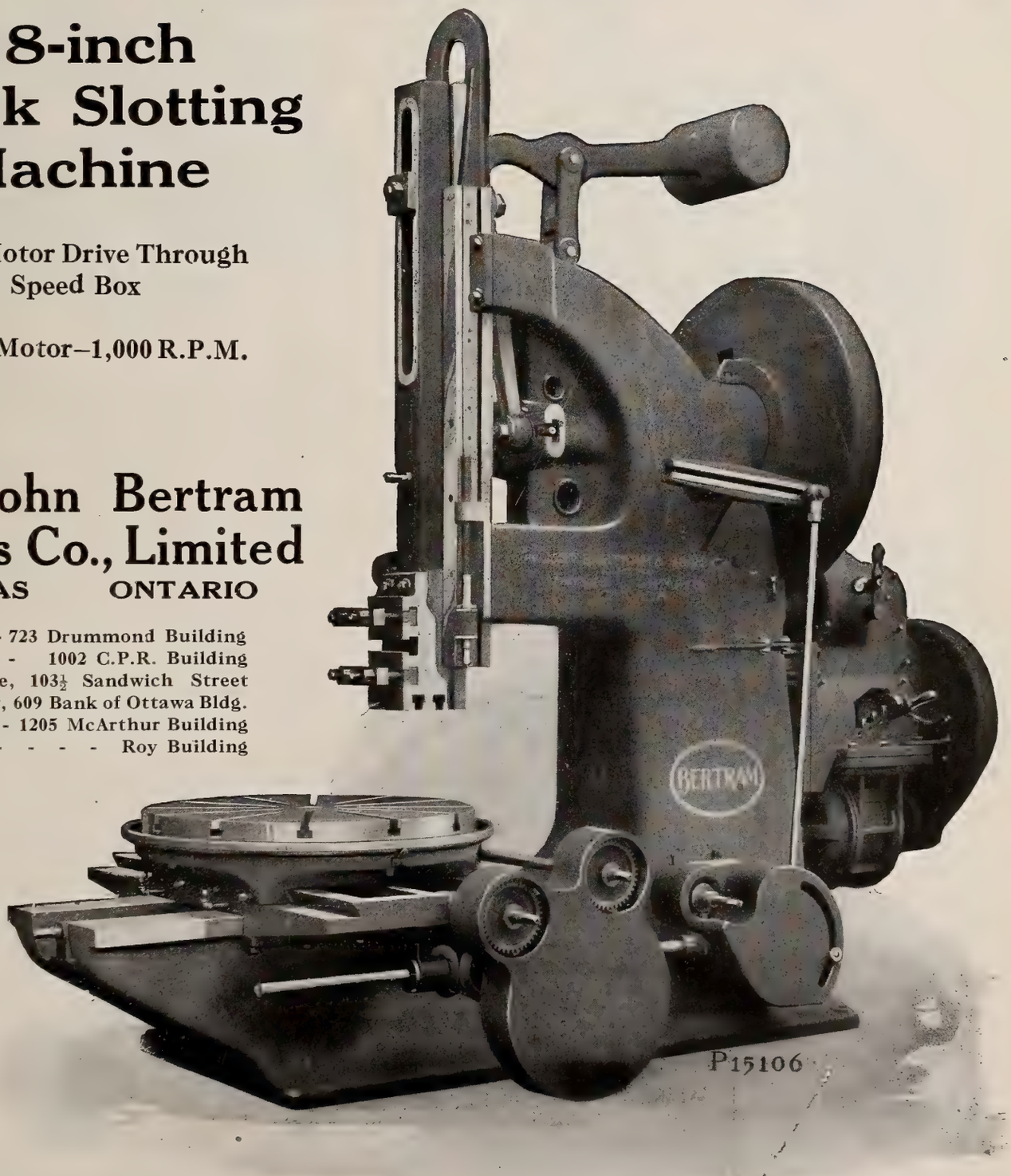
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10 H.P. Motor—1,000 R.P.M.



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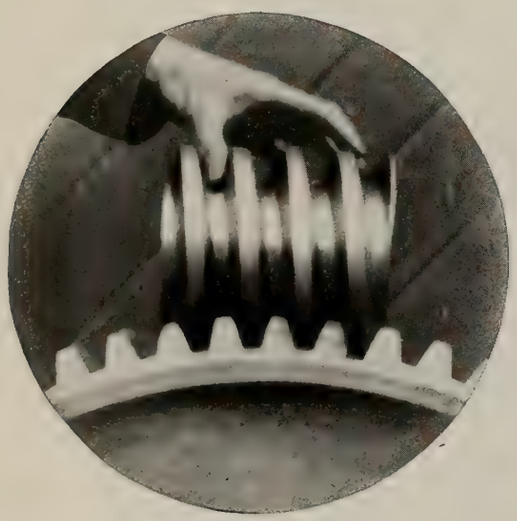
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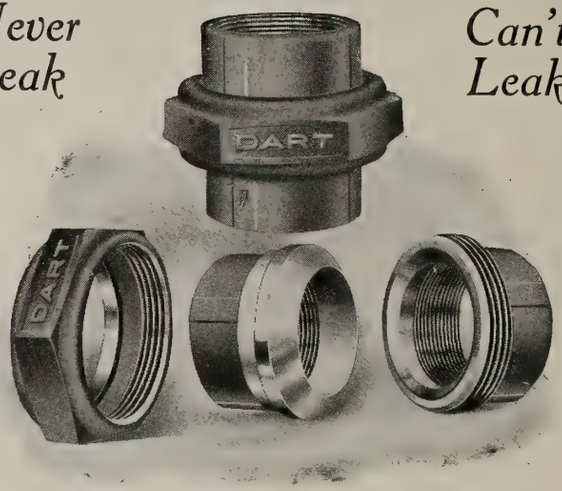
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Never Leak *Can't Leak*



Face and Seat are Bronze
NO DETERIORATION

When you connect a Dart Union, it is there to stay until deliberately loosened with a wrench. It has a ball-shaped ground seat made of special "Dart" bronze.

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The use of Dart Unions is a Guarantee that the Joints will STAY TIGHT

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Your Jobber Has Them

Dart Union Co., Limited

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MEADOWS Steel Transfer Cases are the most economical — the most convenient. They outlast the ordinary file, are neat in appearance and very durable.

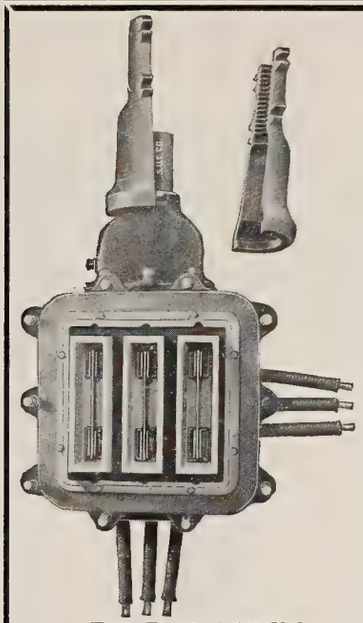
Meadows Steel Transfer Cases are sectional. You can add to your equipment as you need more room.

Thousands are now in use throughout Canada, and all are giving perfect satisfaction.

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Type E-106, 2,500-Volt Cable Junction Box

STANDARD Cable Junction Boxes

insure economy in the installation and maintenance of electric cable systems, permit rapid disconnection of branch circuits and give absolute protection to the cable against moisture.

The box illustrated is a three-way sectionalizing box largely used in mines and designed for mounting on the wall of the mine shaft. The main line is connected solid through the box and the branch cable has the disconnecting feature.

The clamps which protect the lead nipple and enclose the armor wires of the cable and hold them in place are also shown in the illustration.

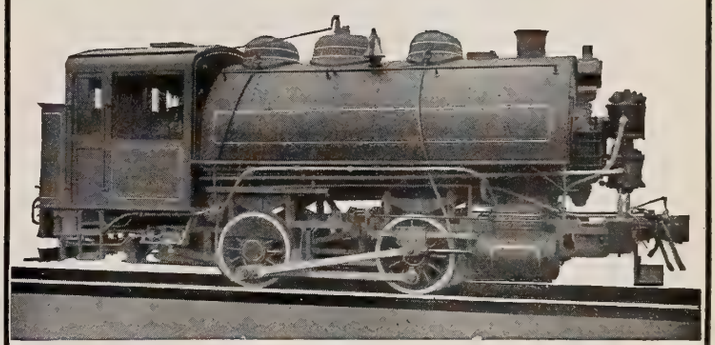
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Standard Underground Cable Co. of Canada, Limited

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Put your locomotive problem up to us.

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DOMINION EXPRESS BUILDING MONTREAL, CANADA







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The Route Finder.

AN order placed with the Dominion Oxygen Company Limited, means an order filled on time and delivered on time.

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Hillcrest Park, Toronto
Hamilton, Montreal, Welland, Windsor, Merritton

D-18

"MEAD-MORRISON"

CANADIAN MM CO

CANADIAN MM CO

SKIP HOISTS

Built for

Consumers' Glass Co. of Montreal

Material is dumped from railway cars into a track hopper. The skip runs down under the hopper and the material is fed into it through a cut-off valve.

The skip is then hauled up by a "Mead-Morrison" electric hoist. The skip dumps into a revolving distributing hopper feeding to 16 different bins.

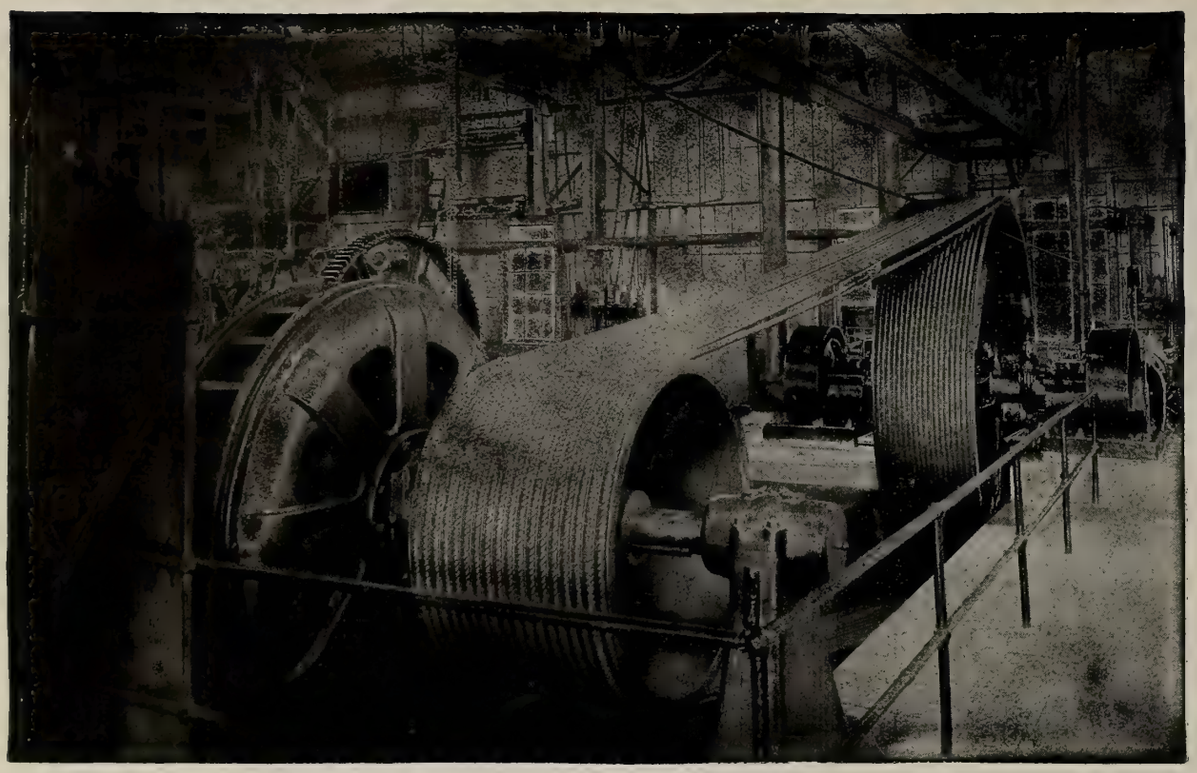
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Hoisting and Conveying Machinery

ENGINEERS
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LIMITED
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MONTREAL
WORKS: WELLAND ONT.



High-efficiency generation of electric power with rope drives

For large generator installations where the slightest inefficiency in the transmission of power from the driving force to the generater is costly, Dodge Rope Drives have advantages that other methods of power transmission cannot present.

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A thousand horsepower rope drive is quieter than a six-inch belt.

These things alone make a choice of generator drives unwise until the Dodge Rope Drive is thoroughly investigated.

DODGE

Dodge Manufacturing Company of Canada, Ltd.

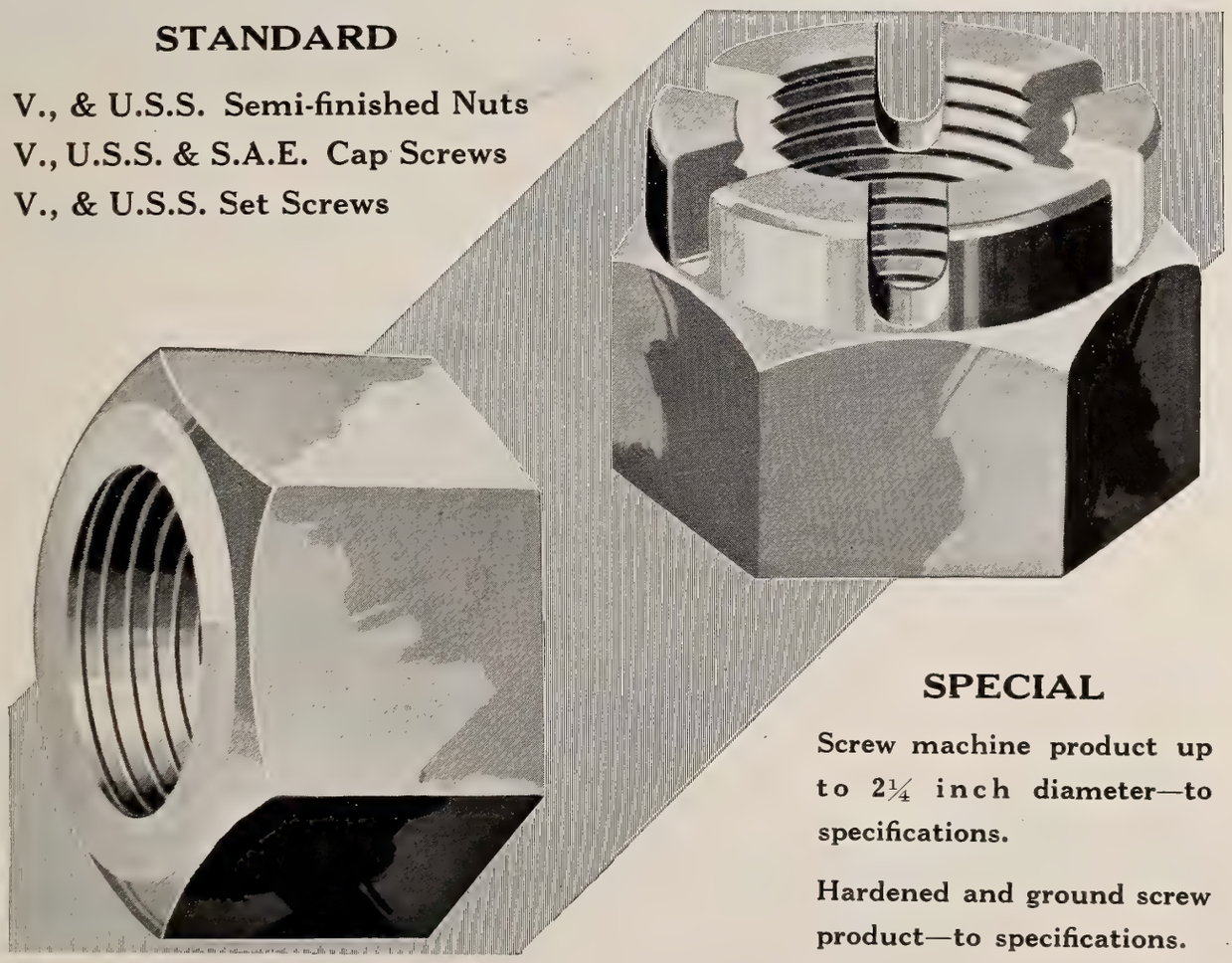
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Screw machine product up to 2¼ inch diameter—to specifications.

Hardened and ground screw product—to specifications.

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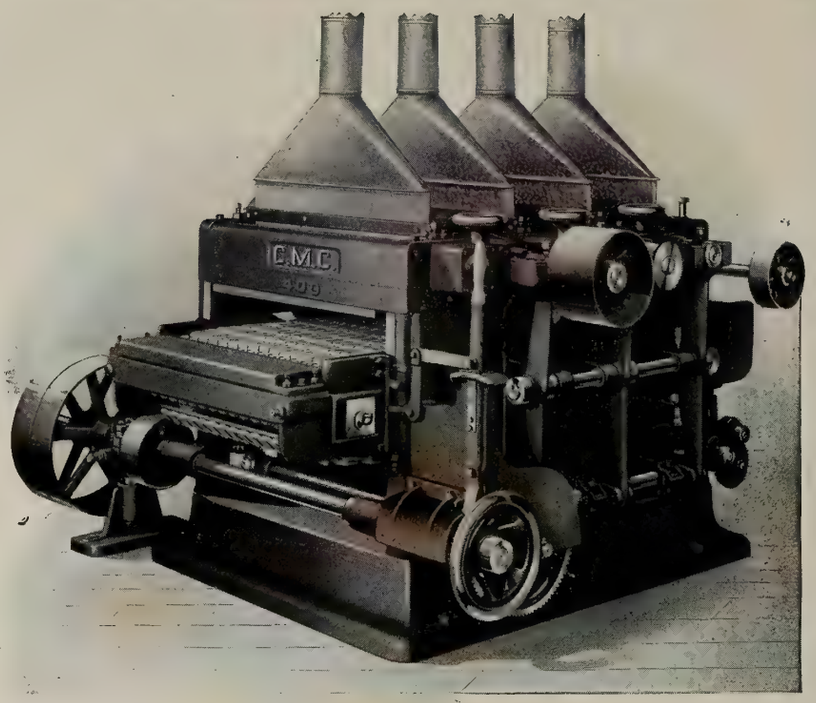
Quality and Quantity
is the record of production by

C.M.C. No. 400

Revolving Bed Sander

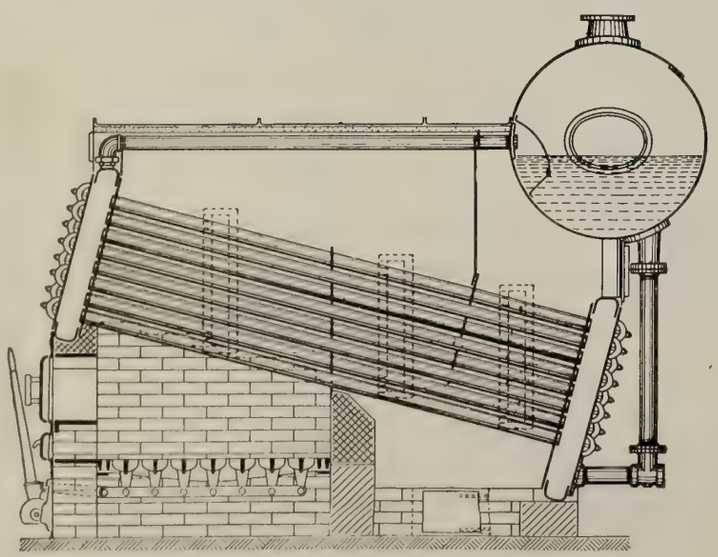
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Let us give you full details and prices



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TORONTO SALES OFFICE - 721-2 BANK OF HAMILTON BUILDING

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Is a water tube boiler designed for heating and is the safest boiler that can be used.

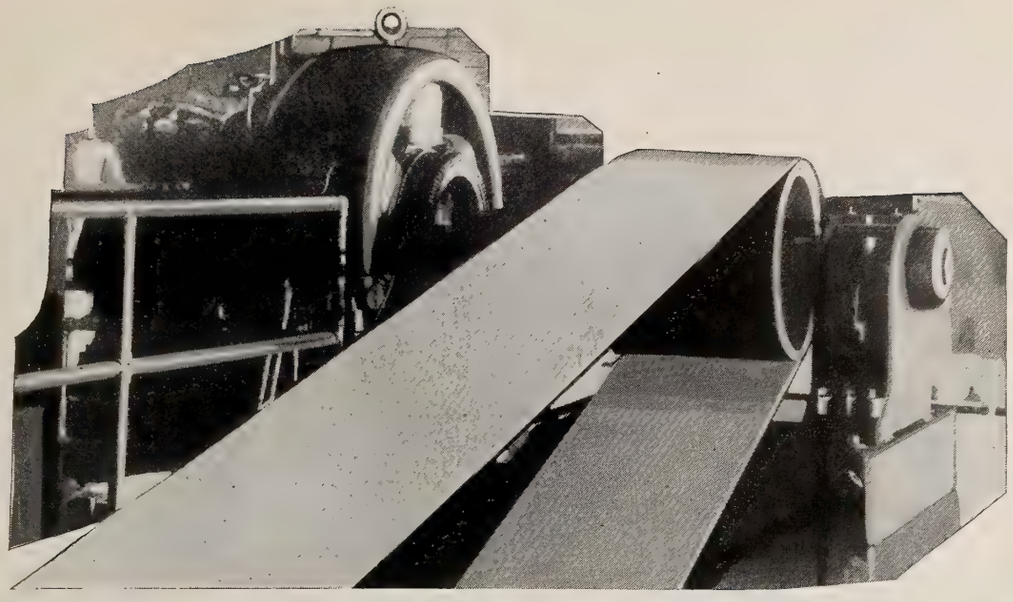
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AND ASSOCIATED COMPANIES

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HAMILTON, CANADA

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Does It Stretch?
Does It Stand Heat?
Does Dampness Spoil It?

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"P.M.S." BELTING

In Lengths and Widths to suit any drives.
"P.M.S." Belting will stand heat, cold and dampness.

We will gladly have our Experts advise with you on your Transmission Problems

Gutta Percha & Rubber, Limited
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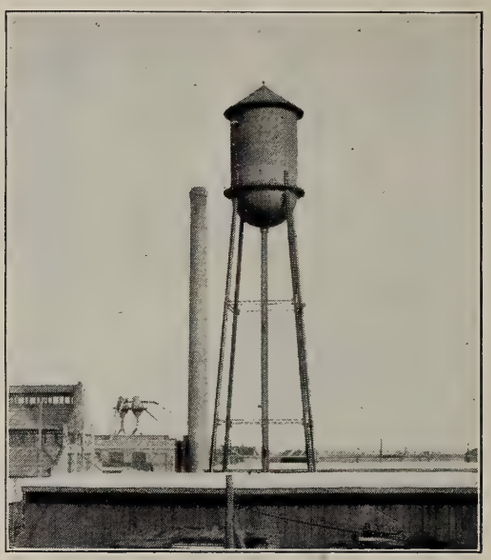
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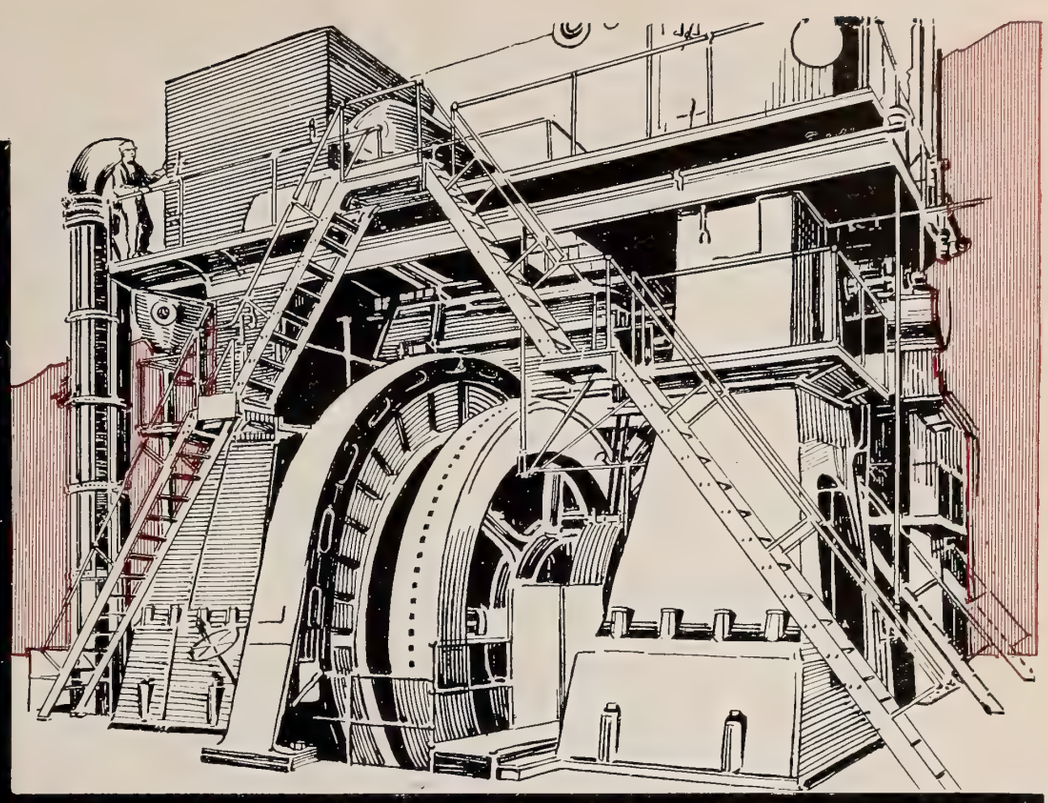
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You cannot afford to buy any but the best oils for expensive machinery. Check over the accompanying list of Imperial Lubricants. See how fully it meets every lubricating need.

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"LIQUID AIR" OXYGEN
MEANS A SAVING IN TRANSPORTATION

With a network of Factories, not only planned but in actual operation, and a number of Distribution Stations situated at all large centres all over Canada, purchasers of Oxygen can obtain their supplies at a point very near to the point of consumption. This completely obviates heavy freight charges on cylinders, and assures an immediate supply at any time within a few hours, and even minutes, after the orders are placed.

All cylinders conform to the specifications of the Canadian Railroad Board and are made to ensure safety without unnecessary weight. When purchasing "Liquid Air" Oxygen, you not only save on freight, but in very many cases this expense is almost eliminated.



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- - - FOR SERVICE - - -

Get our prices on your
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Brass, Copper *and* Nickel Silver
in Rods, Rolls or Sheets

We can give you the
quality and service
you are looking for

Brown's Copper & Brass Rolling Mills, Limited

New Toronto - Ontario



CRANE FACTORY WASH SINKS



meet all the requirements of Factory Sanitation and are made strong and durable enough to stand the test of severe usage.

Manufacturers of Valves, Fittings and Piping Equipment and Distributors of Pipe, Plumbing and Heating Supplies.

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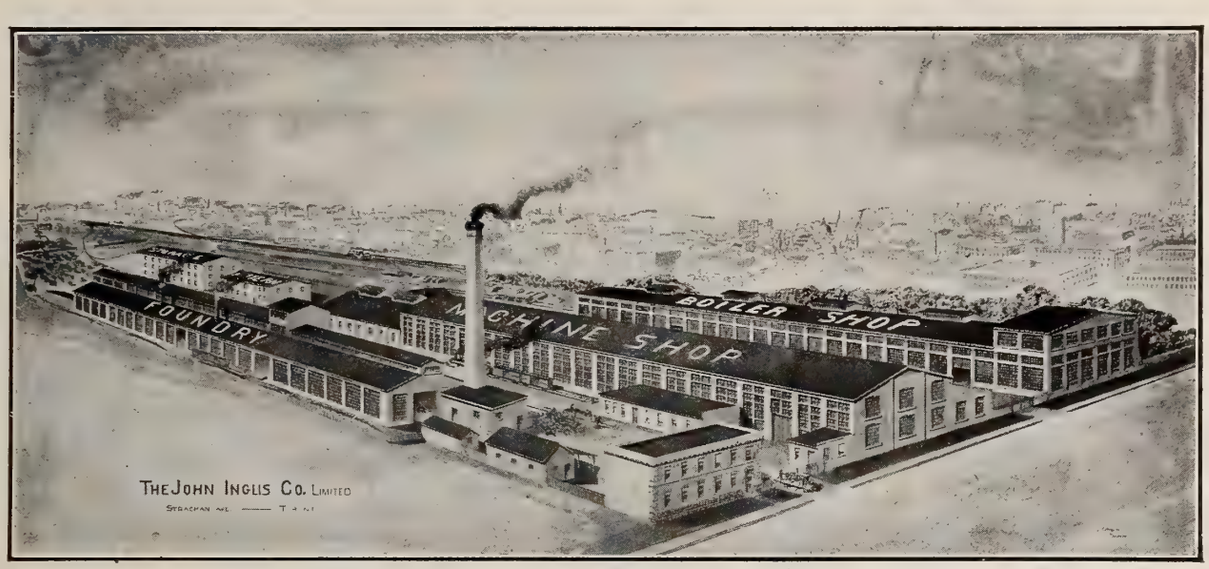
Sales Offices:
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MONTREAL

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22



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ENGINES BOILERS AND TANKS

of All Kinds for Any Service

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Representatives in Eastern Canada—JAS. W. PYKE & CO., Limited, 232 St. James Street, Montreal

Ottawa Representative—J. W. ANDERSON, 7 Bank Street Chambers

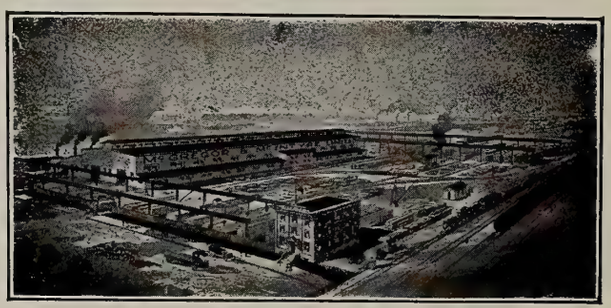
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Canadian Manufacturers choose Canadian Oil Companies industrial oils and paints in order that their equipment may always operate with the minimum of repair bills and at maximum efficiency. We manufacture a most complete line of Oils and Greases, as well as Industrial Paints and Boiler Compound.

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"Scientific Refining"
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We build and erect all kinds of Structural Steel, Bridges, Roof Trusses, Bank and Office Railings, Stair Work, Elevator Grills, Fire Escapes, etc.

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Beams, Column Sections, Angles, Tees, Plates, Bars, Checkered Floor Plates, etc.

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Reed Organs, Piano Stools,
Music Cabinets.
Catalogue B.

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Closet Seats,
Flush Tanks,
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Everything for the Bathroom.
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Join Hands with the Canadian Forestry Association

A COUNTRY-WIDE Educational Union of 11,000 citizens endeavoring to promote the national welfare through (1) the protection and proper management of Canada's forest assets, in order to perpetuate the timber resources for all time, and (2) the development of tree planting on the bare prairies and in our towns and cities.



Membership is open to all. Annual fee $2, including subscription to the Illustrated Canadian Forestry Magazine, a non-technical and highly interesting monthly. If you like trees, you'll enjoy the Forestry Magazine.

CANADIAN FORESTRY ASSOCIATION
Suite 224, Jackson Building . . OTTAWA

Where failure of the smallest part may cause the greatest loss

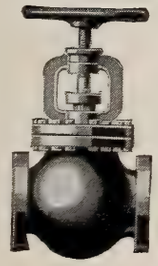
WHERE continuous service is necessary, but where acids, alkalies and steam tend to destroy, see that essential parts are made of Monel.

Where a part has failed due to a lack of strength, corrosion or rust—replace it with Monel.

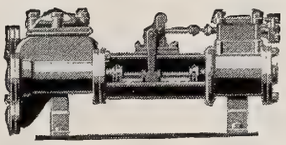
Monel resists corrosive and erosive action, is as strong as steel and has practically steel's co-efficient of expansion. There are hundreds of places in your plant where Monel will save you money and uncertainty.

Monel metal

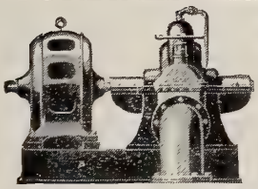
VALVES — Use Monel for seats, rings, guide stems, clappers, wedges, spindles, dash pots and pistons. You are assured that none of the parts will fail under any conditions for which the valve was designed. Chapman, Crane, Jenkins, Lunkenheimer, Nelson, Walworth, Pratt & Cady and others use Monel in these parts. *Make it of Monel.*



PUMPS—See that Monel is used for liners, runners, valve seats, trim, hand hole covers, plunger rods, stuffing boxes and plungers. Strong as steel, uncorrodable and proof against superheat, it makes any pump the ideal toward which its designer worked. *Make it of Monel.*



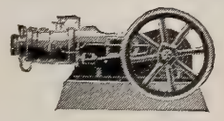
TURBINES—Monel blading and poppet valves are necessary for perfect turbine operation. At least the United States Navy thinks so. Monel is unaffected by high pressures and the eroding impact of superheated steam. *Make it of Monel.*



BLOWERS—If the blading of your blower is made of Monel, it will stand up under the corroding action of nearly all gases and dusts. Very few acids or alkalies affect Monel and it simply won't rust. *Make it of Monel.*



GAS AND OIL ENGINES—Specify Monel for valves, ignition chambers, ignition tubes, fuel filters and scavenger valves. It has practically the same co-efficient of expansion as iron and therefore can be readily combined in design. It is as strong as steel, never rusts and resists high heat and corrosion. *Make it of Monel.*



METERS—Monel cylinders, bushing, valves, valve parts, spindles, screws, gear and wheels, assure the accurate and continuous work demanded of these instruments. *Make it of Monel.*



The name Monel identifies the natural nickel alloy—67% nickel, 28% copper and 5% other metals—produced by The International Nickel Company. Monel products include Monel blocks, Monel rods, Monel castings, Monel sheet, Monel wire, Monel strip stock, etc.

THE INTERNATIONAL NICKEL COMPANY OF CANADA, LIMITED

Harbor Commission Building

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Producers of METALLIC NICKEL in the forms of Ingot, Shot, Electrolytic Cathodes—99 8/10% Malleable Nickel, NICKEL SALTS, Oxides, Carbonates, Sulphates, Sulphides, Acetates. Formates—MONEL METAL, Ingot, Shot, Blocks.

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that do not leak.

Adopt the modern package.



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Made to give hard service

The Smart-Turner Machine Co., Ltd., Hamilton, Canada



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Aggressive business houses keep in close relationship with their customers by periodical distribution of advertising novelties.

The following are a number of useful articles:—

Paper Knives, Metal Blotters, Inkstands, Pin Trays, Desk Calendars, Rulers, and other desk requisites, Ash Trays, Pocket Knives, Pencils, Plain and Enamelled Fobs, Key Ring Specialties, etc., all manufactured from metal.

Articles of this nature are manufactured in our factory and we give you complete service

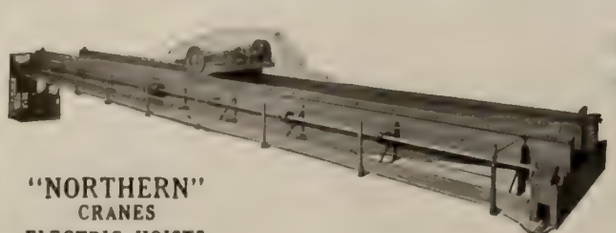
Illustration one-half actual size

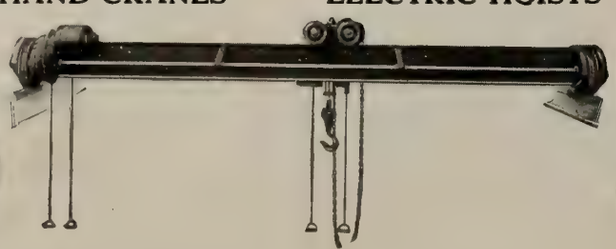
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Montreal

CANADIAN-MADE CRANES

ELECTRIC TRAVELLING CRANES **HAND CRANES** **ELECTRIC HOISTS**



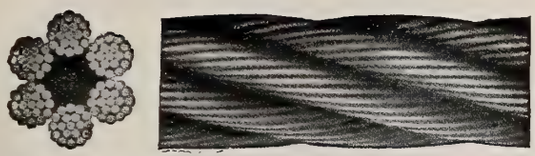




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CRANES
ELECTRIC HOISTS
AIR HOISTS
FOUNDRY EQUIPMENT

NORTHERN CRANE WORKS LIMITED
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Wire Rope and Fittings



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LTD. TORONTO



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Made in Canada

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MONTREAL - CANADA

Works:
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Why Risk a Delayed Alarm ?

Your valuable property needs the utmost in protection when fire starts. The slightest delay in sending in the alarm may prove disastrous. A

Northern Electric Gamewell Fire Alarm System

in your plant connects with the street box and signals the Central Fire Station the instant one of its boxes is pulled.

Automatic, accurate and instantaneous, it is the one positive method of bringing the Fire Brigade to your aid without waste of time or confusion. It saves seconds when seconds means lives and money.

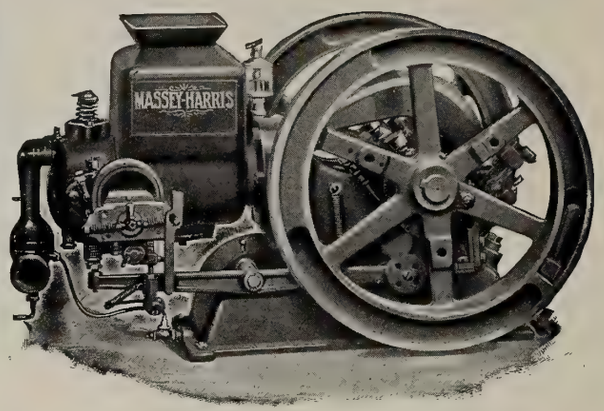
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Northern Electric Company
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Halifax	Hamilton	Calgary
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Massey-Harris



An Engine You Can Depend On

The Massey-Harris Engine can be depended on to give all the year 'round service in any kind of weather at minimum cost, because it's designed on scientific principles and every part built to stand up and wear long.

Think what these features mean :

- Simple in operation.
- A Simple and Efficient Carburetor gives a perfect mixture in any kind of weather.
- Effective Governor — No charge or spark on Idle Stroke.
- Valves Easily Removable.
- Large Water Space surrounding Cylinder.
- Safe Gasoline Storage in the substantial Cast-Iron Base.

Write for more detailed description of the Massey-Harris Gasoline Engine.

Made in Sizes to deliver from 2 to 15 H.P.

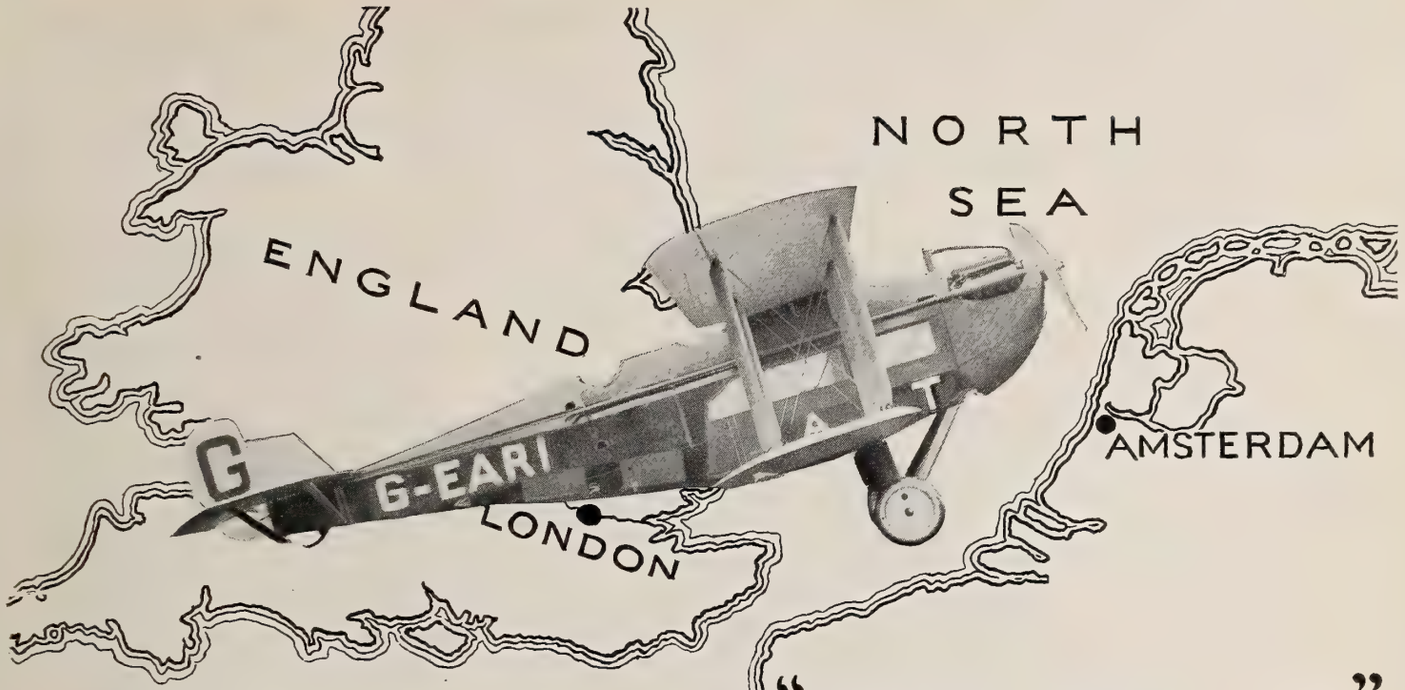
MASSEY-HARRIS CO., Limited

Head Office—Toronto, Canada

Canadian Branches at

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Swift Current Yorkton Calgary Edmonton

AGENCIES EVERYWHERE



"SHIP BY AIR" — *We did*

Aircraft Transport & Travel, Ltd.
25 & 27, Old Queen Street, London, S.W. 1.

No. A 679

Received the 4th day of ... 19..
of Messrs. ...
the sum of ... Pounds
Shillings and ... Pence as per account.
£ ...

AIR EXPRESS.
27, PALL MALL.
LONDON, S.W.1.

Messrs. Peck & Co., of Amsterdam, Holland, wanted Jenkins Valves—and needed them in a hurry. Their order said "Ship by Air." Our London office dispatched the valves by aeroplane over the North Sea to Amsterdam, where they were received by Messrs. Peck & Co. the same day.

Among experienced engineers and those who know valves and valve requirements there is no substitute for Jenkins Valves—they are valves of established dependability that may be placed in service and forgotten as far as trouble is concerned.

Jenkins Valves benefit by over half a century of valve manufacturing experience. That their design and construction is correct has been proved by performance for many years. More metal, and the best metal, is put into Jenkins Valves—it is properly distributed—there is no weakness at any point. Each valve in every type is safe and dependable in the unusual as well as usual service.

Jenkins Valves are obtainable through supply houses everywhere—the genuine have the name and Jenkins "Diamond" cast on the body—without this identification a valve is not a Jenkins. Avoid imitations.

TRADE JENKINS MARK
Jenkins Bros

Jenkins Bros.
LIMITED
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European Branch
TORONTO 6 Great Queen St., Kingsway, London, W.C.2 Eng. VANCOUVER
AGENCIES IN ALL THE PRINCIPAL COUNTRIES OF THE WORLD

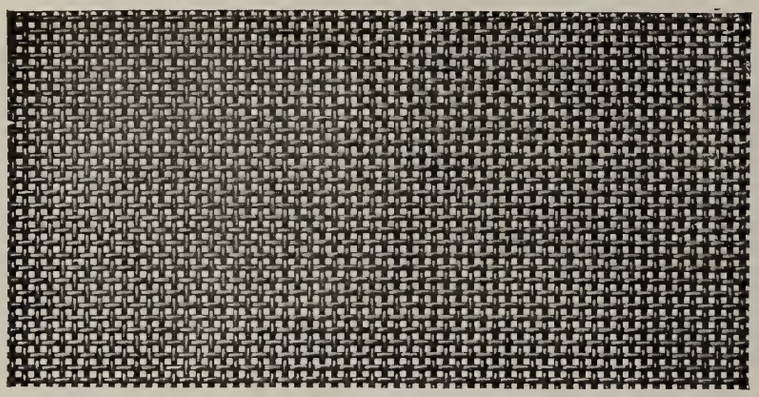
Jenkins Valves
SINCE 1864

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PERFORATED METALS



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MALLEABLE IRON CASTINGS

STEEL CASTINGS

GREY IRON and BRASS CASTINGS

SPECIAL MACHINERY

Built to Engineers' Drawings and Specifications

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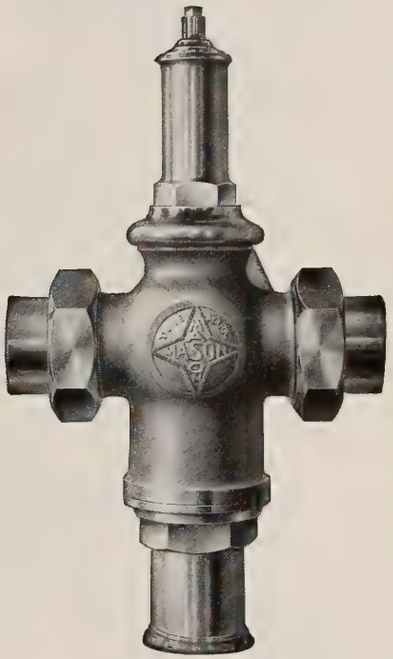
L. A. MITCHELL, 901 Royal Bank Building, Toronto. Phone Adelaide 7244
H. C. KENNEDY, 364 University Street, Montreal. Phone Uptown 5396
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MASON REDUCING VALVES



TRADE MARK MASON

THE MARK OF KNOWN QUALITY
Look for it when buying Valves



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SMALL GREY IRON CASTINGS

We specialize in fine small castings

Also have factory to do Enamelling, Nickel Plating and Light Machining (or Machine work)



We make Castings in quantities for

Stoves, Oil Stoves, Gas Ranges, Laundry and Ironing Machines, School Desks and Chairs, Hot and Cold Air Registers, etc.

BOWMANVILLE FOUNDRY CO. LIMITED
BOWMANVILLE, ONTARIO



A receipt printed and issued by a National Cash Register



The register prints a record of the sale on the receipt. The star shows it was a cash sale. "A" is the clerk's initial. The amount is $1.00. It was the first sale on June 15, 1921. The register also prints an advertisement of the merchant's store on the front and back of the receipt.

Benefits the customer :

The plainly printed figures of the amount on the receipt show that she has not been overcharged. She likes to buy in a store of this kind.

Helps the clerk :

It proves that he registered the right amount. The added and printed records inside the register give the clerk credit for the sale.

Protects the Merchant :

He knows that to get the proper amount printed on the receipt, correct added and printed records must be made inside the register.

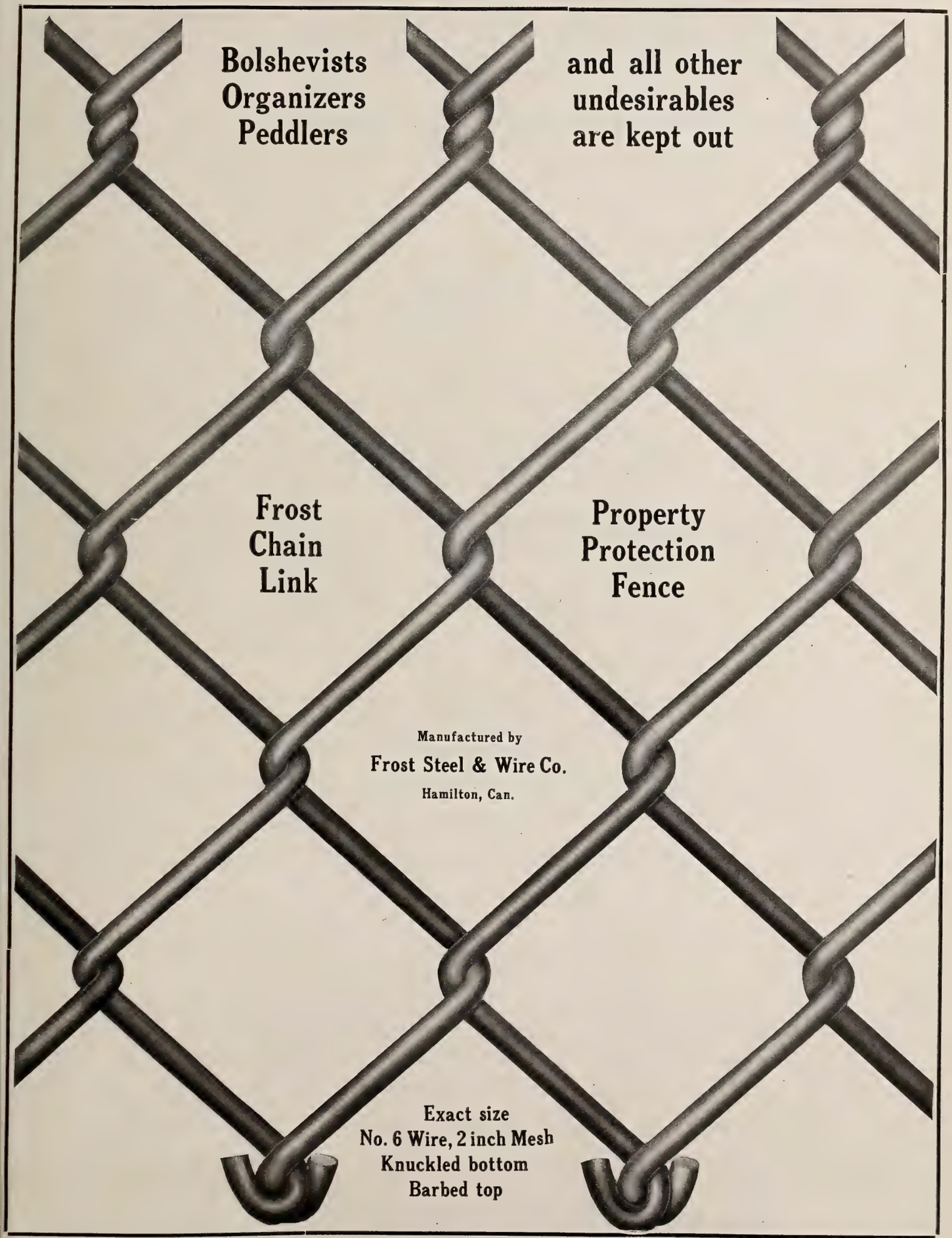
A National Cash Register is the only machine that prints and issues this kind of a receipt.

We make cash registers for every line of business

NATIONAL CASH REGISTER CO.

OF CANADA LIMITED

Protect Your Plant With a Woven Steel Wall



CANADIAN FURNACE CO.

LIMITED

PORT COLBORNE, ONT.

Manufacturers of Pig Iron

BRAND "VICTORIA"

"VICTORIA" FOUNDRY IRON

Strong—Soft—Neutral

"VICTORIA" MALLEABLE IRON

Furnished to all Standard Analyses

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1. Norton Alundum Grinding Wheels

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(b) For the Drop Forge Shop—for finishing the forgings.

(c) For the Tool Room on all tool and cutter grinding, taps, drills, dies, etc.

(d) For the Machine Shop—general purpose wheels.

(e) For the Steel Mill—for grinding billets.

(f) For the Automobile Factory—Alundum wheels are suited for practically all the grinding jobs.

(g) For the Automobile Repair Shop—for general work.

(h) For the Farm Machinery Shop.

(i) For the Saw and Knife Shop—sharpening all classes of saws and machine knives

2. Norton Alundum Polishing Grain

Alundum properly set up with glue to the polishing wheel or belt will give you maximum production per set up on all metals.

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(a) Will last indefinitely.

(b) Always slip-proof.

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Electric Furnace Plants:

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The exceptionally long life and good service of Morris Cranes have surprised many industrial equipment buyers. These qualities are not accidentally acquired. They are put into every Morris product.

THE HERBERT MORRIS CRANE & HOIST COMPANY

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ELECTRIC HOISTS
ELEVATING TRUCKS

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CHAIN BLOCKS
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Overhead Runways



The New Factory
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CARR FASTENER CO.
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HERE are two entirely different types of buildings, and in each *Fenestra* WindoWalls have been utilized to advantage. *Fenestra* WindoWalls are adaptable and can be used in any type of building, Factory, Office or Warehouse. Leading Architects and Engineers specify *Fenestra* because they recognize its superior design and construction.

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of the
KAUFMAN RUBBER CO.
Limited
Kitchener, Ont.



MARK OF ALGOMA O.H. QUALITY

ALGOMA

Structural Steel
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Blooms

Billets and Slabs

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Shafting Pulleys Hangers

Iron, Brass, Bronze and Steel Castings

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NITRE CAKE, SULPHURIC ACID

STEEL RAILS
Open Hearth Quality

Splice Bars

Steel Tie Plates

Light Rails—12 lbs. to 45 lbs.

PIG IRON

Basic Foundry
Bessemer Spiegel

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LIMITED
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SALT PLANT, WINDSOR, ONT.

The Business Builder

The grocer who keeps a close check on his best selling, most profitable lines, recognizes the steady, all-the-year-round demand there is for Windsor Brand, the salt which for years has had first place in purity, quality and flavor. It is a permanent business-builder. Is your stock complete?

Windsor Brand

WINDSOR TABLE SALT
(for general household purposes)

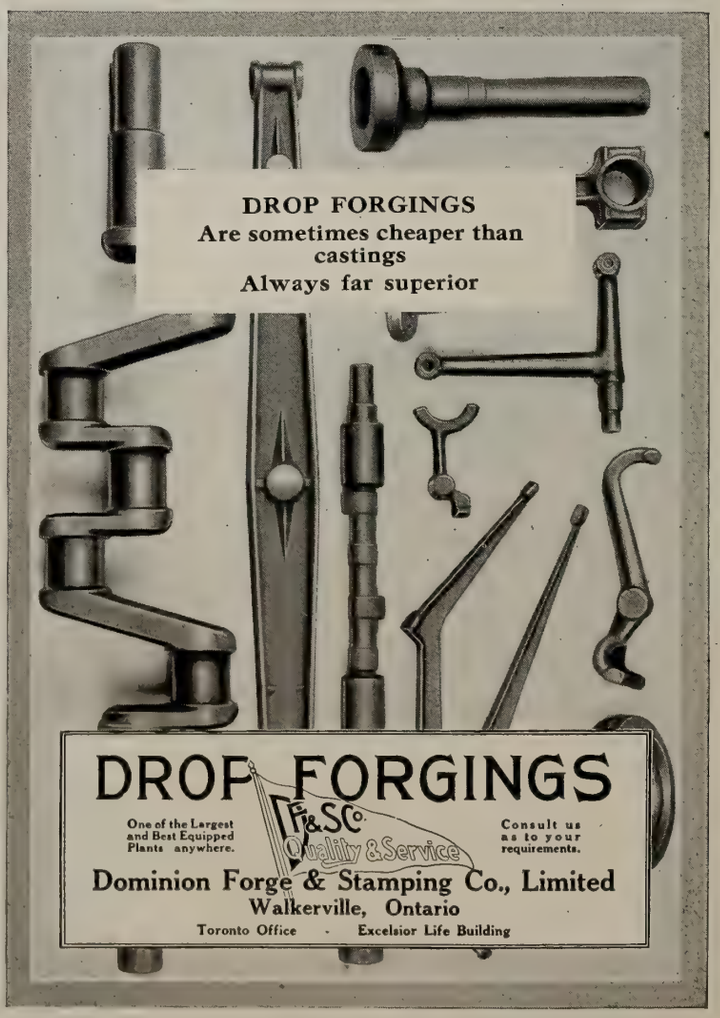
REGAL TABLE SALT
(free-running—in cartons)

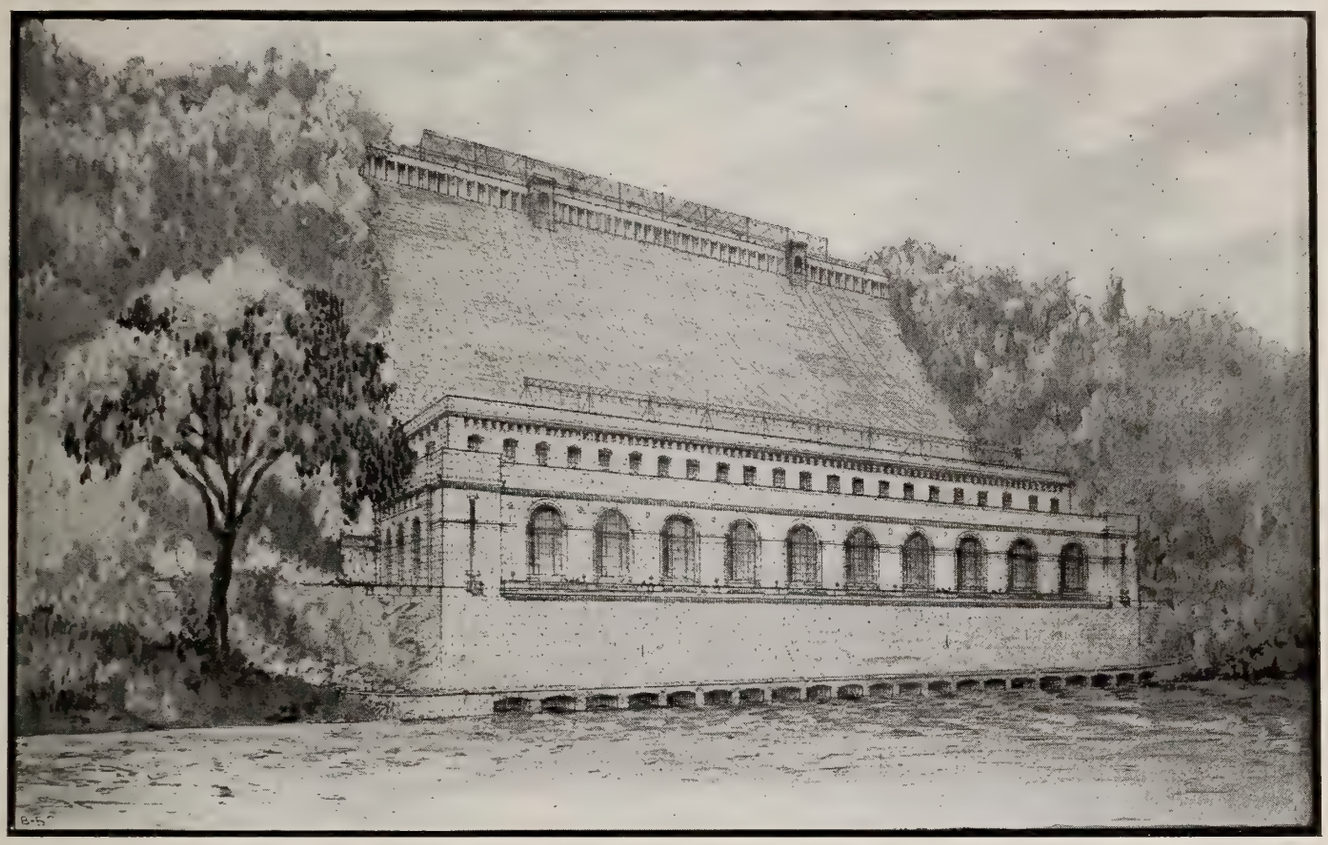
WINDSOR DAIRY SALT

WINDSOR CHEESE SALT

Made in Canada by

The Canadian Salt Co., Limited
WINDSOR, ONTARIO





Engineers—Hydro-Electric Power Commission Staff

THE ORMSBY-LUPTON STEEL SASH

ARE TO BE USED IN

The Largest Power House in the World

THIS Power House will develop when completed five hundred thousand horse power (500,000 h.p.). The building is 650 feet long by 130 feet wide and 165 feet high, and a type of Power House Sash was demanded that would be in keeping with the building and that would give real protection from the elements. The largest Sash used are 21 feet wide by 38 feet 5¾ inches high and are the largest Power House Windows ever made in the Steel Sash Industry.

This contract was given to us after investigation with the full knowledge and firm belief that our engineering ability and experience in the Sash business was of the highest order and that the Windows would be eminently and entirely satisfactory.

You want real Windows; you want rugged Sash; you want Sash that keep the elements out; you want Sash that admit the maximum of light; you want Sash that last as long as your building—then do what the Hydro did. Give your business to real Canadian Sash Makers and you will get the right goods at an interesting price.

Let us submit our proposition to you when you are in the market for Steel Sash. It will surely be to our mutual advantage.

REMEMBER—" To-day the Sash makes the Building "

THE A. B. ORMSBY COMPANY, LIMITED

TORONTO, ONTARIO

Associated with The Metal Shingle & Siding Co., Limited
Preston, Montreal, Winnipeg, Calgary and Saskatoon

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JONES



Why the Pronounced Trend to Under-Feed Stokers?

MORE and more **under-feed** stokers are being installed—why?

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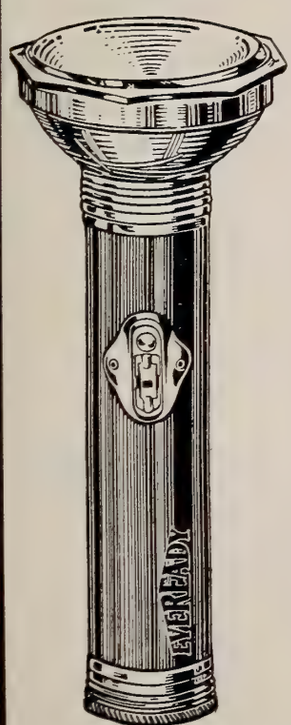
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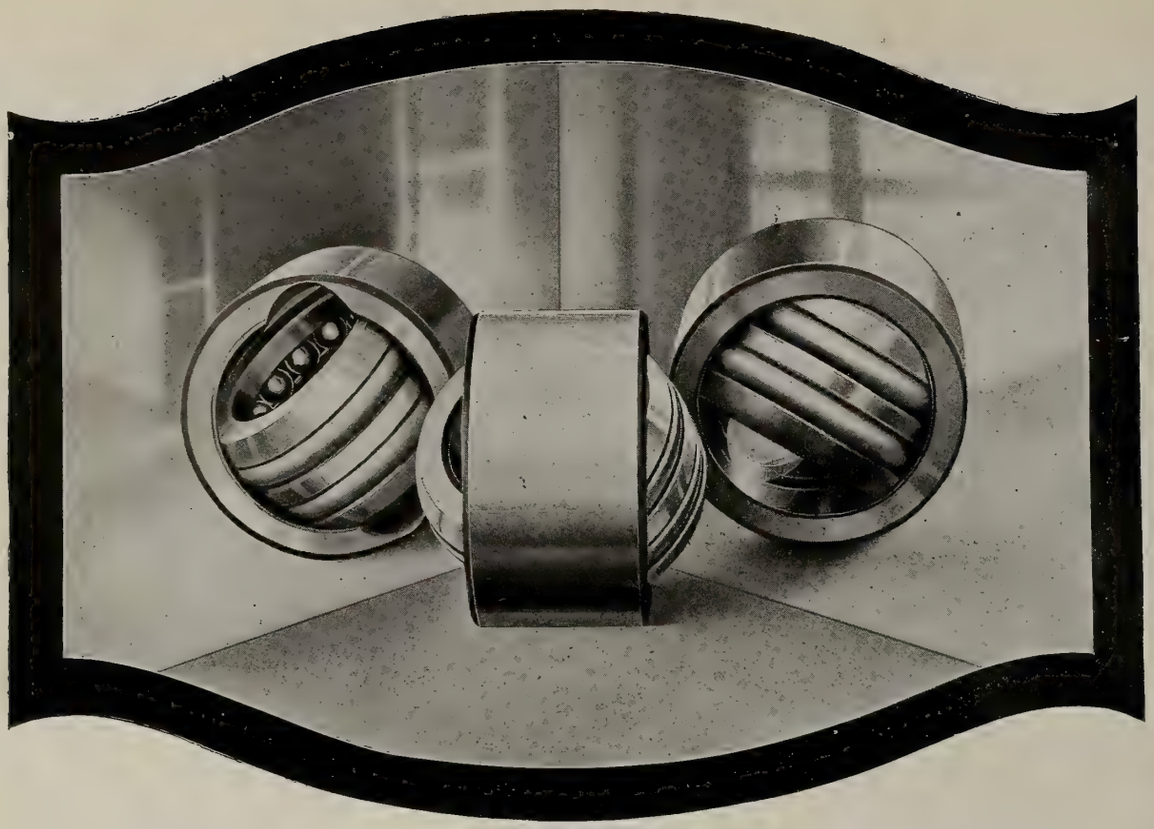
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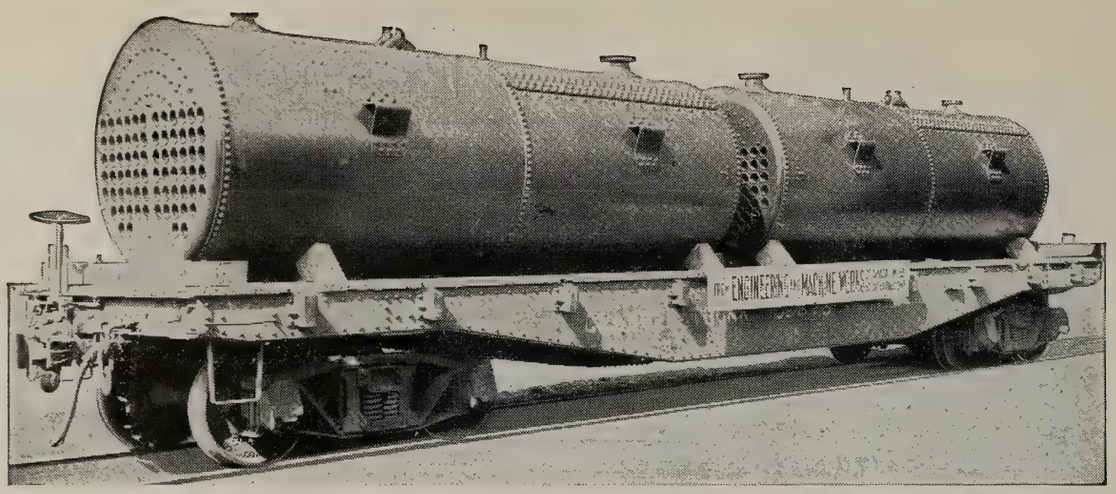
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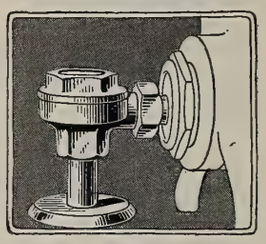
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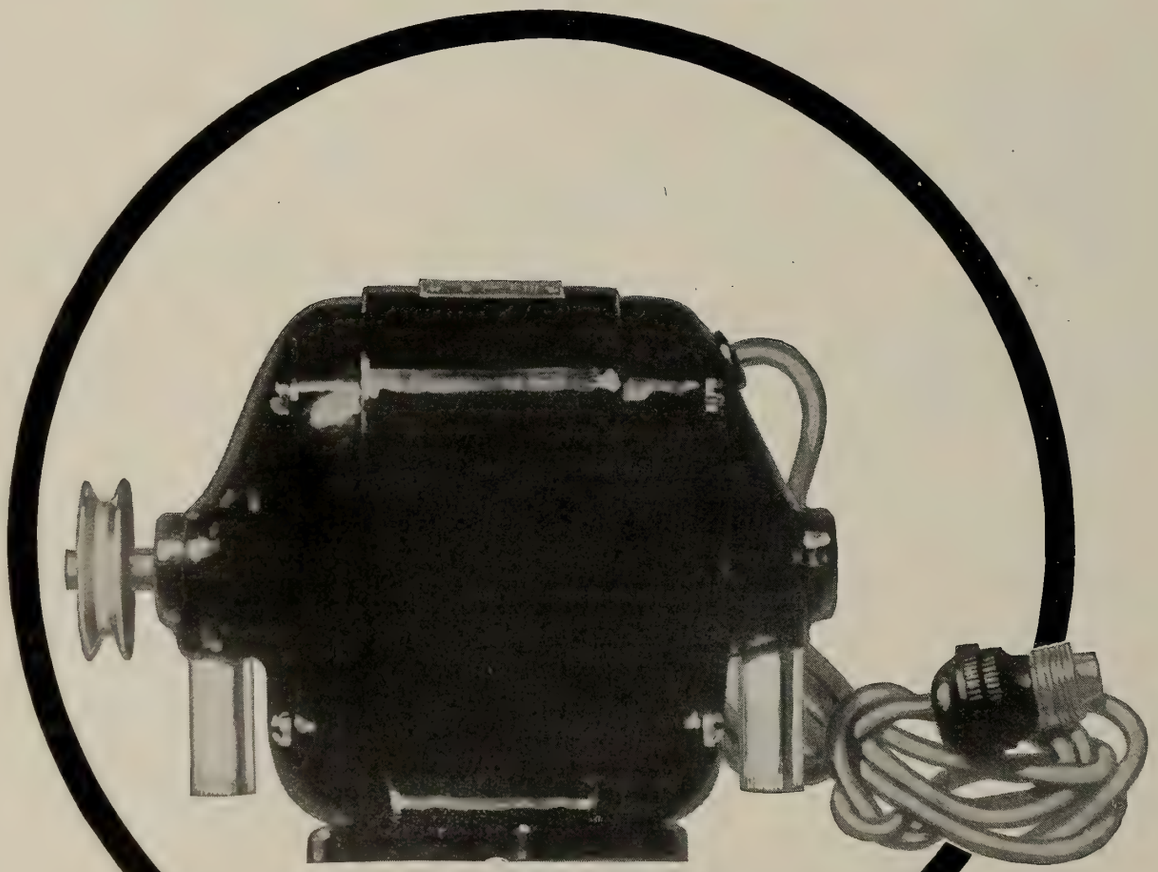
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ISSUED BY

The Canadian Manufacturers Association
INCORPORATED

Vol. XXII. TORONTO, JUNE, 1921 No. 2

Editorial Comment

The Part Played by Water Power

SOME interesting facts regarding the relation of water power to Canada's fuel problems were laid before the Parliamentary Fuel Committee last month by the Dominion Water Powers Branch. These were illustrated by means of tables and diagrams, which served to give a very clear idea of the way in which the two important factors are related.

One of the striking facts brought out was that those portions of Canada which are lacking in supplies of coal are the ones that are richest in water power. That is to say, the "acute fuel area," or those provinces producing little or no coal and more or less dependent on importation—Quebec, Ontario and Manitoba—possess the bulk of the great water power resources of the Dominion.

Again, it is shown that the use of coal per capita of population is 150 per cent. greater in industries and 150 per cent. greater in electric power plants in the United States than in Canada, and that the general average of coal used per capita is 30 per cent. higher in the United States than in Canada. There is obviously a direct relation between this fact and the fact that the water power developed per capita in Canada is 194 per cent. greater than in the United States. Furthermore, it is reasonable to assume that, especially in view of Canada's colder climate, if this water-power development had not been made, the total consumption of coal in Canada would be 50 per cent. or more greater than it is.

Fifty per cent. on the present total coal consumption is 17,613,000 tons, which, at an average price of $8.32 per ton amounts to $146,500,000 per annum. This represents the nature of the additional sum that would have had to be spent on foreign coal and freight if this water-power development had not been made. The sum would not, of course, have been so large in the past but it will undoubtedly be greater in the future, both from the increase in consumption and in the probable increase in the cost of coal. The Dominion Water Power Branch estimates that this saving is equivalent to about 27.5 per cent. per annum on the capital invested in water-power development. The point made, and it seems to have been amply justified, is that actual results so far secured demonstrate the value and importance of this source of power and fuel economy and the necessity of further promoting such development by all possible means.

Encouraging Views from the West

IT is gratifying to Canadians to hear that the reports current in Western Canada earlier in the year to the effect that agricultural production would be curtailed were much exaggerated. The first crop report for 1921 published on May 17 by the *Manitoba Free Press,* which is regarded as one of the most reliable reports on the crop situation, estimates that there will be no decrease in the wheat acreage in Western Canada this year; in fact, there may even be an increase. The acreage of oats and flax will be considerably less, but there will be increases in barley, rye and forage crops.

The report states that 95 per cent. of the wheat is seeded, and 50 per cent. up; that 40 per cent. of the coarser grains are seeded; that there is a sufficient amount of moisture and that abundant labor at an average wage of $55.00 per month is available. While the season is a little later than in 1920, the outlook is excellent.

It is not so long ago since officers of the United Farmers of Alberta and Manitoba and the Grain Growers' Association of Saskatchewan were stating that their members had become discouraged and were seriously considering a reduction of 50 per cent. in acreage, or at least the curtailment of their operations to what crop they could handle without employing any help. The changed outlook disclosed by the *Free Press* crop report is a matter of general satisfaction,

and if the West is only blessed this year with a bumper crop the future will be brighter than the pessimists have been predicting.

A "Made-in-Canada" Text-book

WHAT may well be described as a text-book on "Made-in-Canada" has just been issued by the Canadian Reconstruction Association. It is a pamphlet of 16 pages entitled "Buy Canadian Products," and it is brimful of arguments in favor of buying goods that are produced in Canada. These are supported by statistics that leave no doubt in the reader's mind as to the force of the arguments. Not the least valuable section of the pamphlet is that in which a list of imported goods, with their values, is given, these being commodities that could quite as well be bought at home. The pamphlet is issued for free distribution and should do useful missionary work.

Trade Between Canada and South Africa

THERE is food for reflection in a letter which we have received from Mr. R. W. Ward, Assistant Canadian Trade Commissioner at Cape Town, South Africa. Mr. Ward makes a strong plea for the greater use by Canada of South African products. He points out that the Dominion has made considerable progress in selling Canadian-made goods to the Union, and that there is extreme good-will on the part of the South African people toward Canada, but he notes that questionings are arising as to the one-sided character of the trade between the two countries. Ships of the Canadian Government Merchant Marine may sail direct to South Africa with cargoes of Canadian goods but they must go elsewhere for return cargoes.

Despite the good-will of the people of South Africa, Mr. Ward fears that the Union may decide to concentrate in buying from those countries, which purchase from her. Should such a policy be adopted, Canada's trade in South Africa would suffer. To safeguard the market which already exists, he would endeavor to help the Union to secure an opening for certain of the products in Canada, and in recent issues of the Weekly Bulletin of the Department of Trade and Commerce he has been telling the business men of Canada what the Union has to offer.

"Many Canadian manufacturers," says Mr. Ward, "are to-day buying raw materials in far from the cheapest market. A vast amount of materials imported into Canada is purchased through United States and other outside brokers or agents, and commission and intermediate profits are paid out of the country, which could be saved. By buying certain materials and products from South Africa, or via South Africa, Canadian manufacturers can reduce their buying cost in many cases and consequently reduce the manufacturing cost of their products. The result will be that they will be in a better position to compete with other countries in the world's markets—a very significant factor within the next few years."

Mr. Ward adds that, if only a start could be made to get return cargoes from South Africa, it is possible that aid may be secured from the South African Government and a direct mail service be established.

The whole subject, not only as it relates to South Africa but to other parts of the Empire, is one worthy of consideration, and there is no reason why Canadian manufacturers should not at least investigate the possibilities of deriving what raw materials they can from the countries to which they are selling.

Analysis of Exports to U.S.

WHILE there has been a great deal of discussion about Canada's importations from the United States, comparatively little is heard about exportations. The fact that the former are so much greater than the latter and that this excess is so largely responsible for the unfavorable condition of exchange, is probably sufficient to account for the attention that has been directed towards our imports. The extent of these imports would not be a matter of such concern were our exports as great or greater.

The desirability of reducing imports as far as possible in order to cut down the unfavorable balance of trade is unquestioned. At the same time no effort should be spared to increase exports so that the disability from which the country is suffering may be attacked from the other direction.

An interesting analysis of Canada's exports to the United States for the fiscal year 1920 has recently been made by Mr. W. A. Warne, of the Bureau of Statistics, Ottawa. The total value of exports for the year was placed at $464,028,183, of which $153,934,098 represented articles of forest origin. This was by far the largest class, other important divisions being—articles of animal origin, $118,743,505; of mineral origin, $88,876,735; of agricultural or vegetable origin, $60,285,739; of marine origin, $18,615,398, and of mixed origin, $23,572,708.

The significant feature of the analysis, however, was the classifying of these exports according to raw materials, partly manufactured articles and fully or chiefly manufactured articles. Taking totals, it has been found that $198,617,779, or 42.8 per cent. represented raw materials; $115,840,133, or 24.9 per cent., partly manufactured articles; and $149,570,271, or 32.3 per cent., fully or chiefly manufactured articles. In the case of articles of agricultural or vegetable origin, and of animal origin, the great preponderance is in the department of raw materials. In articles of marine origin the raw and the manufactured rank

about equally, but in articles of forest origin and articles of mineral origin, the manufactured is predominant.

The Association's Work Commended

SOME favorable newspaper comment followed the utterances of Vice-President Fisher and General Manager Walsh at various meetings held during the General Manager's tour of the Maritime Provinces. Both speakers dealt frankly and fully with the aims and objects of the Association, its form of organization and its services. These facts are unfortunately too little known and it is desirable that they should be disseminated as widely as possible. When fully appreciated they are likely to result in such expressions of approval as the following:

The *Halifax Herald* in its issue of May 4th said: "In the addresses of the gentlemen who spoke at the luncheon of the Rotary Club yesterday, representative of the Canadian Manufacturers' Association, it is safe to say that a new idea of that great organization was created in the minds of those present. There is a prevalent belief in some quarters that this Association is self-seeking, soulless and ruthless. But after hearing Mr. J. E. Walsh, General Manager of the C.M.A., and weighing even casually what he and Mr. W. S. Fisher had to say, it was impossible to come to any other conclusion than that the Association is doing a work for the upbuilding and development of Canada that is unselfish and patriotic. With over 4,000 members and employing 700,000 hands, on whom there cannot be less than 2,000,000 dependants, the Association is a mighty force in the industrial life of the Dominion. In its solution of problems of transportation, tariff and a score of other matters, it is performing a service for Canada that is invaluable."

The *Fredericton Gleaner*, in an editorial on "The Work of the C.M.A." in its issue of April 27th, said: "The visit of Mr. J. E. Walsh, General Manager of the Canadian Manufacturers' Association, to the Maritime Provinces promises to be productive of much good. Such gatherings as that which took place here last evening under the auspices of the York Commercial Club make for a better understanding, and as soon as there is a general realization of the fact that the Association is working for the general benefit of all the people and of the whole of this Dominion then the future of business in Canada will be assured."

The *St. John Telegraph* referring to the manufacturers' banquet on April 28th, declared that, "The C.M.A. is a great force in Canada, representing as it does industries which directly or indirectly support half the population. The success of these industries is vital to Canada and at bottom the welfare of agriculture and of the factories is of equal concern to the whole nation. The industries must have fair play at the hands of other interests, which demand fair play in turn. There is no reason for antagonism but every reason for good understanding and co-operation for the common good."

Such comments as the foregoing will be gratifying to all members of the Association.

Toronto, April 23rd, 1921.

Dear Sirs,-

You are hereby notified that the Annual General Meeting of the Canadian Manufacturers' Association will be held in the Chateau Frontenac, City of Quebec, P. Q., on June 7th, 8th, and 9th, 1921.

This is the Fiftieth Annual General Meeting of the Association and thus is our Golden Jubilee year.

Our Association has grown from a handful of manufacturers, meeting in one room in Toronto, to a great national organization, with offices in Amherst, Montreal, Ottawa, Toronto, Hamilton, Winnipeg, Vancouver and Victoria, and including about 4,200 manufacturers in its membership. I think it is most important at this Annual Meeting to survey the progress that has been made in Canadian industry, to study the problems of the present, and, so far as possible, anticipate the future.

The Association is organized on democratic lines; the vote of one member is as good as the vote of another, irrespective of the size of the Company represented. The various Committees and Departments of the Association have transacted a great deal of important business during the past year and the reports will be full of valuable and interesting information.

I beg to remind you that the policies of the Association for the coming year are largely determined by the discussion and instructions issued at the Annual General Meeting, and it is, therefore, of the utmost importance that there should be a large attendance. The Executive Council has also decided that this year's Annual Meeting will be called the "Made-in-Canada Convention", and the problem of increasing the sales of Canadian products will be fully discussed.

Hoping to see you in Quebec City on the above dates.
I remain,

Yours faithfully,

President.

The President's Call to the Convention

Parliamentary Proceedings of the Month at Ottawa Reviewed

By INDUSTRIAL CANADA'S SPECIAL CORRESPONDENT

THE tenth budget since the last change of the political complexion of Parliament, and the second budget under the present Minister of Finance, was brought down by Sir Henry Drayton before a well-filled chamber and crowded galleries on the evening of May 9th. Daylight saving established a new precedent. Heretofore, budgets have always been delivered in the afternoon, but Parliament is operating on fast time, and had past practice been followed in the present case, the fiscal policy for the coming year would have been known before the stock exchanges closed in Montreal and Toronto, and an advantage possibly taken by those able to secure at outside points immediate reports of the utterances of the Finance Minister; likewise goods in bond affected by the change in tariff might have been cleared before the closing of the custom houses on the 9th, the instructions to customs officers regarding changes being applicable only on the morning of the 10th, for which reasons the delivery of the budget was postponed until the evening session.

General Revision Postponed

A general tariff revision was not anticipated, as the majority realized that such action is not feasible or advisable until definite information is available as to the tariff to prevail in the United States. It was therefore no surprise to Parliament to be informed that the general revision is postponed for the present.

According to Sir Henry's announcements, the total trade of Canada for the year ending March 31st, 1921, was $2,450,553,175; the total revenue, approximately $432,000,000, an increase of $82,000,000 over the previous year. Throughout the year there were no fresh borrowings, and the net debt now stands at $2,350,236,700. The estimated revenue for the year ending March 31st next is $372,600,000.

The budget, with such amendments as later took place in committee or while the necessary legislation was being enacted, provided for:—

1. The dropping of the Business Profits War Tax.

2. The continuation of the 10½ per cent. Corporation Income Tax.

3. Changes in the customs duties on thirty items.

4. An increase of the duties on spirits to $10 per gallon.

5. An increase of the excise duties on spirits to $9 per gallon for uses other than:

The accompanying article carries the review of proceedings at Ottawa up to May 23. Exigencies of publication made it necessary to conclude the article by that date. Reference to the balance of the proceedings up to the end of the session will be made in the July issue.

—THE EDITOR.

(*a*) The manufacture of patent and proprietary medicines, extracts and essences, and pharmaceutical preparations, when the excise is $2.40 per proof gallon.

(*b*) Medicinal purposes in *bona fide* hospitals when a 99 per cent. rebate is to be granted.

6. An increase in the Sales Tax to the following:—

Manufacturers to wholesalers, 1½%.

Wholesalers to retailers, 1½%.

Manufacturers direct to retailers or consumers, 3%.

Importers to manufacturers or wholesalers, 2½%.

Importers to retailers, consumers or for personal use, 4%.

An Excise Tax on lumber of 2% on sales by a Canadian manufacturer, and of 3% on importations, with the proviso that no further Excise Tax shall be payable on resale.

When the budget was announced the list of articles exempt from Sales Tax included flour and oatmeal when in packages weighing not less than 48 lbs. each, but in Committee stage this was amended to include flour, oatmeal, rolled oats and cornmeal, irrespective of the bulk in which it was sold, and there was likewise added to the list of exemptions, grains, mixed or crushed, for cattle or poultry feed.

Marking of Goods

7. All markable goods, imported after October 1st, 1921, into Canada, showing conspicuously the country of origin, and that goods not so marked shall be subject to an additional 10% *ad valorem* duty and shall not be released until so marked at the expense of the importer.

8. An amendment to the dumping clause to provide that value for duty purposes shall in no case be lower than the wholesale price thereof at time and place of sale, or less than the actual cost of production of similar goods at date of shipping direct to Canada plus a reasonable profit thereon, of which reasonable profit the Minister of Customs and Inland Revenue shall be sole judge.

9. A change in the Customs Act to provide that in computing the value for duty the value of currency for duty purposes shall be computed at the rate of exchange existing between such country and Canada at the date of the shipment of goods, provided that in the case of depreciated currency no reduction shall be allowed in excess of 50 per cent. of depreciation from par value.

Mr. Fielding, speaking on the following day, moved a lengthy amendment so worded that some portion or portions were calculated to suit the diverse views of the Opposition members on the tariff question. Low tariff advocates found their place in the portion of the resolution reading:

> "The House regrets that, after repeated assurances by the Government of an intention to have a revision of the customs tariff, and after a protracted inquiry extending from ocean to ocean by a committee of cabinet ministers, the Government have made no proposals for any reduction of the tariff.
>
> "That such changes should be made in the customs duties as may be expected to reduce the cost of living, and to reduce also the cost of implements of production required for the efficient development of the natural resources of the Dominion."

Object to Protection

Tariff for revenue advocates took their stand on the portion of the amendment providing:

> 'That, while recognizing that existing financial requirements of the Dominion demand the maintenance of a customs tariff, the House is unable to concur in the declarations by the Government that the tariff should be based on the principle of protection; the tariff is a tax, and the aim of legislation should be to make taxation as light as circumstances will permit,"

while Liberal protectionists found consolation in the clauses advocating:

> "That the aim of the fiscal policy of Canada should be the encouragement of industries based on the natural resources of the country, the development of which may reasonably be expected to create healthy enterprises giving promise of enduring success;
>
> "That, while keeping this aim clearly in mind, the House recognizes that in any readjustment of the tariff that may take place, regard must be had to existing conditions of trade, and

changes made in such a manner as will cause the least possible disturbances of business."

The remaining clause:

"That the House, while recognizing that the obligations arising from the war must be met, and declaring its readiness to make all necessary provision for that purpose, regrets that the financial proposals of the Government are not made with due regard to the economy that is so urgently needed, and expresses the opinion that, before resorting to new taxation the Government should make a substantial reduction in the proposed expenditure,"

being a general condemnation of the Government, was acceptable to the Opposition as a whole.

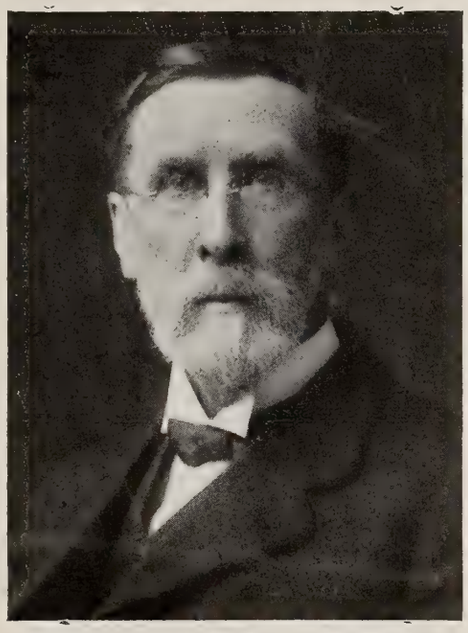
For nine days the budget and the amendment were discussed, sixty-five speakers taking part in the debate. The vote was taken at 5.25 o'clock on the morning of the 20th, the Government being sustained by twenty on a straight party division. Mr. Gauthier did not vote; the other cross benchers, agrarians and liberals, lined up solidly behind the Fielding amendment.

The general revision and consolidation of the Patent Act, which was announced in the early days of the session, was abandoned on May 3rd, a short amendment to the Patent Act being introduced two days afterwards, primarily with the object of enabling Canadian patentees to participate in legislation enacted by the United States Government in connection with patents which, owing to the war, had not been kept fully protected, and which legislation was of a reciprocal nature, the beneficiary terms being open only to such countries as enacted legislation of a similar nature.

The Fuel Supply Committee held twenty-three meetings and took voluminous evidence regarding the possibility of a greater utilization of Canadian coal, and a consequent diminution of imports. This evidence is being published in book form and in a few months will be available to the public.

There is upon the statute books a piece of ill-advised legislation known as the Maple Products Act, which makes illegal the mixture for sale of maple syrup with other syrups, even though the compound may be a palatable, healthful and desirable foodstuff, and even though the exact ingredients of the contents are shown on the container. Dr. Beland, from Beauce County, introduced an amendment to this Act, to provide that mixtures might be made where the nature of the mixture was clearly shown on the container, but his bill was defeated in committee. The color of maple sugar depends largely upon climatic conditions when being made, and the weather conditions were such during the past spring that there is a very large quantity of maple sugar so dark colored that it is not acceptable to the public. Had Dr. Beland's bill been enacted into law, this dark-colored sugar could have been used to mix with corn syrup, making a healthful syrup, having a good maple flavor, which would be acceptable to the consuming public not only in Canada but in the export market. The legislation having been defeated, it is alleged that about seven million pounds of maple sugar is left in the hands of the producers, with no chance for sale, or, at the best, which will remain in their hands until they are willing to accept two or three cents a pound from United States manufacturers, who will utilize it in the preparation of palatable mixtures, to be sold throughout the United States and in other countries to which the United States, owing to its more reasonable legislation on this subject, is able to gain access.

Lengthy amendments to the Bankruptcy Act were enacted, such amendments being considered necessary to bring the law passed in the session of 1919 into proper shape.



Rt. Hon. Sir George E. Foster, M.P.

Canada's Veteran Minister of Trade and Commerce

The proposal of the Government to remove from the Civil Service Commission some of the appointments to public employment furnishes the Opposition with an opportunity to charge the Government with the desire to return to political patronage, with all its alleged abuses. Some of those in favor of the change claim that the present method of selection is ridiculous, where a Commission, with no real knowledge of the class of work to be performed, and without seeing the applicants for the positions, attempts to make a choice, and point out that an industrial establishment would have no chance to survive were those responsible for the performance of certain work to have nothing to say either in the choice of their staff, the promotion of efficient employees, or little power in connection with the dismissal of inefficients.

The legislation in connection with the Research Council has been enacted into law, and the scope of the work depends upon the amount of appropriation for that purpose placed in the Supplementary Estimates, not yet brought down.

The Copyright Bill, which was before a special committee and reported by it to Parliament, is a compromise between the authors, printers and manufacturers of phonograph records, the three classes most vitally affected, and as is usual with most compromises, is satisfactory to none of the interests concerned.

The question of taxation of unlicensed insurance has not yet come up for discussion.

The preliminary discussion on Dr. Tolmie's resolution permitting, for an indefinite period, the manufacture and importation of oleomargarine, has taken place, and the necessary legislation is promised before the session ends.

Under an agreement entered into on March 8th, 1920, Canada has been financing the Grand Trunk Railway, in order to keep it in operation, although the possession of the road remained in the hands of the directors and shareholders pending the report of the arbitrators. To prevent further needless delay, the Grand Trunk Arbitration Bill was passed by Parliament, and the directors meeting in London, with only two dissenting votes, agreed to the terms specified in the legislation.

A Special Committee on Unemployment, appointed by the Senate, heard representatives on behalf of labor unions, manufacturers, banks and others. The Committee was presided over by Senator McDonald, and it is stated that the evidence taken is to be published in printed form.

On Friday, May 20th, there was presented to the House of Commons a replica of the Speaker's Chair in the House of Commons at Westminster, the presentation being made on behalf of the Empire Parliamentary Association by the Right Honorable James W. Lowther, Joint President of the Association, and until recently the Speaker of the British House of Commons. Mr. Lowther spoke in both English and French, and was replied to by the Honorable Mr. Rhodes, speaking in English, and Mr. Boivin, Deputy Speaker, speaking in French. The Prime Minister, Sir Robert Borden, Hon. Mackenzie King, Mr. Crerar, and Mr. Rodolphe Lemieux, also spoke, the closing remarks of the ceremony being by His Excellency the Duke of Devonshire, who added a touch of humor to the situation by saying:

"I am afraid that I cannot honestly say that I have any reason to believe that Mr. Lowther, during his long and distinguished career, first as chairman of committees and then as Speaker, had any particular reason to be impressed with any utterances of mine."

At date of writing (May 14th) there are two guesses as to the date on which the session will end; the prophesies are June 1st and June 3rd, with the chances that the former is correct.



Plant of the Canada Carbide Co., Shawinigan Falls

The Electro-Chemical Industry—One of Quebec's Important Developments

By T. S. SOMERS

THE power development at and around Shawinigan Falls, on the St. Maurice River, is too well known to require anything but the briefest description. This power development started in the year 1900, the first installation consisting of two 5,000 h.p. water wheels and generators. Step by step this power development has been enlarged until to-day it is one of the largest power centres of America. At Shawinigan Falls the river drops 150 feet, and with a minimum flow of 15,000 sec. feet, the total minimum available power is approximately 250,000 h.p. At the present time the total power actually developed at this point is 190,000 h.p., and by January 1st, 1922, this will be augmented by 40,000 h.p. more, which is at present being installed.

Nine miles above Shawinigan, at Grand' Mère, the river drops 85 feet, and a second power house, owned by the Laurentide Power Company, has a generating capacity of 160,000 h.p. This power house operates in parallel with the Shawinigan power house, supplying power to Shawinigan industries and feeding the general system.

Four miles below Shawinigan, Gres Falls is located, with a head of 65 feet, which is capable of developing approximately 125,000 h.p. It is anticipated that this power will be developed in the near future.

To regulate and improve the flow of the river the Quebec Government has completed in the year 1918 the Gouin Dam. This dam is 1,800 feet long, 70 feet high, and forms a lake 360 square miles in area. This dam, together with other small regulating dams, has stored sufficient water to develop one thousand million kilowat hours when utilized in the power houses at Grand' Mère and Shawinigan.

Quebec's importance as a producer of pulp and paper, its leading position in the manufacture of boots and shoes and its progress in other lines of industry have already been dealt with in this series of articles on the industrial development of the province. It remains to devote some attention to another branch of industry, in which the province has attained a foremost place—that known as the electro-chemical industry.

This industry is closely associated with hydro-electric development, and it is, as the outcome of work done in connection with the harnessing of water powers, that it has sprung into existence. It centres very largely at Shawinigan Falls though there are one or two other industries elsewhere in the province.

Much Power Available

To summarize the power developments at and around Shawinigan—there are now installed, or in process of being installed, 380,000 h.p., with an additional development to a total of over 500,000 h.p., which will be made available as the industrial area fed by the Shawinigan system develops. This area includes the territory between Quebec and Montreal on both sides of the St. Lawrence River.

Out of the total power controlled by the Shawinigan Water & Power Company in the Shawinigan district, over 130,000 h.p. are utilized in the various industries at Shawinigan Falls.

One of the earliest chemical industries to locate at Shawinigan Falls is the Northern Aluminum Company (at that time called the Pittsburgh Reduction Company). This plant started preliminary operations about 1901, utilizing 5,000 hydraulic horse power. This industry has steadily grown until to-day it uses over 50,000 h.p. and produces sixty thousand lbs. of aluminum per day, employing eight hundred men.

The process itself consists of the well-known Hall method of producing aluminum by direct current, using a fused bath of alumina in cryolite. Unfortunately, the principal raw material used, namely, Bauxite, has not yet been discovered in Canada. This material is mined in Arkansas, U.S.A., and purified there by treatment with soda ash and lime. It is then shipped by rail to the plant at Shawinigan Falls.

In addition to the pig aluminum manufactured, the company has a wire drawing and cabling plant, where all the aluminum wire and cable used in Canada are manufactured.

The Shawinigan Company started the production of calcium carbide at Shawinigan in the year 1903, installing one small single-phase electric furnace. The plant of the Canada Carbide Company now occupies some fifteen acres of land, containing buildings for the storage of coke, carbide, kilns for the burning of lime, two main furnace rooms where the carbide is produced in furnaces ranging from 3,000 to 10,000 h.p. capacity, and other buildings containing auxiliary equipment for handling, crushing, sorting and packing of carbide, together with a factory for the manufacture of steel drums, a wood-working mill and sawmill for manufacturing crates for the carbide containers.

The total capacity of the plant is two hundred tons of carbide per day. This is manufactured by the use of three-phase power, the older furnaces being thirty-cycle and the more modern ones being sixty-cycle. A total of 40,000 h.p. is utilized in this plant.

Owing to the favorable location of this plant, both as regards cheap power and the accessibility of coke and limestone, the Canada Carbide Company stands in a most promising position, and is to-day competing in the markets of the world. The coke is obtained from the Montreal Light, Heat & Power Company (a company closely allied with the Shawinigan Water & Power Company), and limestone is readily available in various parts of Quebec near Shawinigan Falls.

A considerable part of the carbide produced is sold to the Canadian Electro Products Company for the manufacture of acetic acid and other chemicals.

Making Abrasives

One of the latest additions to the Shawinigan electro-chemical industries is the Canadian Aloxite Company, a subsidiary of the Carborundum Company of America. This plant was completed about five years ago and is gradually increasing its operations until in the near future it will utilize 20,000 h.p. This company manufactures abrasives of various kinds, such as aloxite, carborundum and high-grade ferro-silicon. This plant covers about fifteen acres of ground, and its future prospects are bright.

The Prest-o-lite Company operate a plant here for the compression of acetylene gas, and are large distributors to the trade in the Province of Quebec for welding purposes.

The demand for carbon electrodes for electric furnace work at Shawinigan Falls, Montreal and intervening area, caused the Shawinigan Company to erect a plant for the manufacture of electrodes at Shawinigan Falls. Quite a large plant was erected for this purpose, under the name of The Canadian Electrode Company, and the output of this plant is now sufficient to take care of requirements for electrodes in this area. Carbon electrodes only are manufactured at the present time.

Various Lines of Chemicals

The Canadian Electro Products Company was organized in the early days of the war to supply chemicals to the British War Ministry, which were at that time urgently needed. These chemicals are acetone and acetic acid, which are used in the manufacture of cordite and cellulose acetate. A plant for the supplying of these materials to the British Government was completed in the fall of 1916. On the entrance of the United States into the war, a second plant was built in conjunction with the first to aid in filling the demands of the United States Government. Obviously the capacity of this large plant is too great for peace conditions, and it is understood plans are under way for utilizing part of the buildings and grounds for the manufacture of other chemicals.

There are very few other electro-chemical industries in Quebec. At Buckingham is located the plant of the Electric Reduction Co. This company was established in 1897 under the direction of the late W. T. Gibbs and was one of the pioneers in Canada in the technical applications of electric power to electro-chemistry. This company has now developed on the Lievre River a total of 6,000 h.p., which is wholly employed in the production of phosphorus and chlorates, these materials being largely used in the match industry, although the greater part of the phosphorus manufactured is being exported. It is understood that the major portion of the phosphate rock utilized for the manufacture of phosphorus is brought in from Florida by rail.

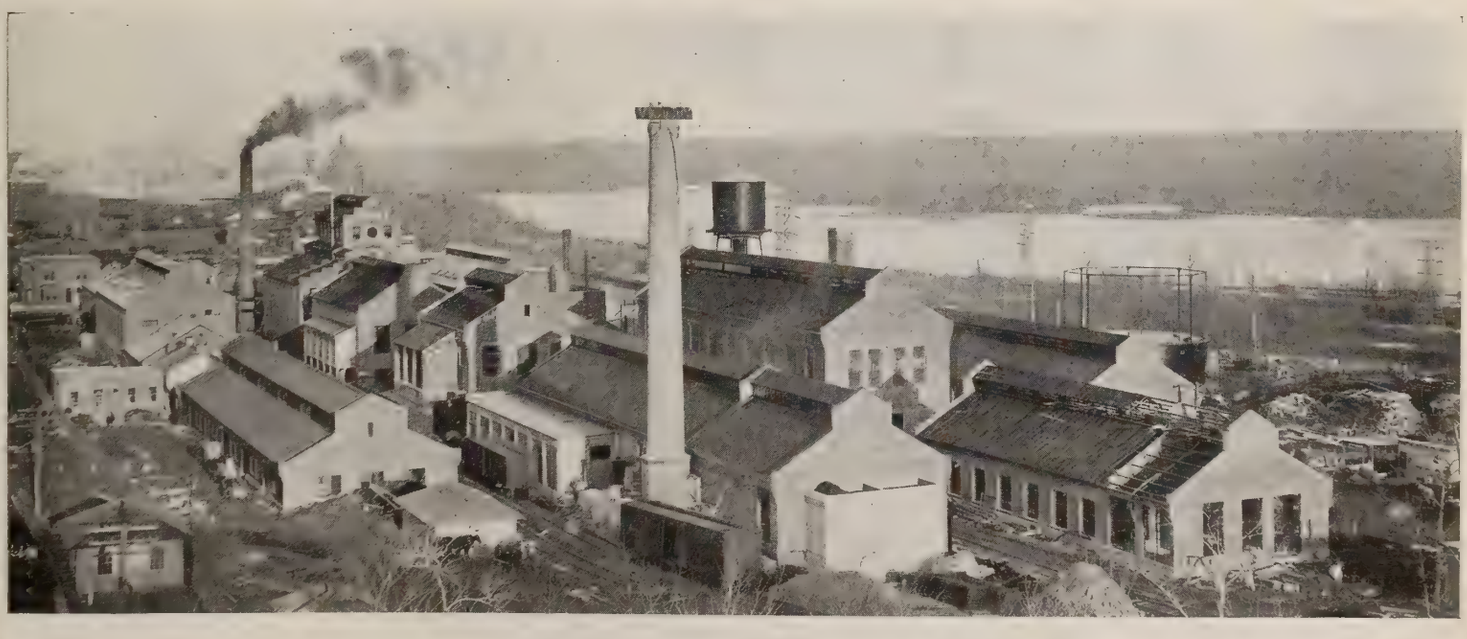
Road Equipment for Fiji

List of Machinery, Etc., Required for Public Work in Colony

INFORMATION has been received by the Association that a large programme of public works, including new trunk roads is shortly to be undertaken in the colony of Fiji, and the following description of plant and equipment will be required:

Road ploughs, road scoops, road graders, boring sets, tar boiler and sprayer, small power batch concrete mixers, small hand batch concrete mixers, 24-inch gauge 20-lb. tramline with steel sleepers, 24-inch gauge 16-lb. tramline with steel sleepers, 1 yard 24-inch gauge steel tip trucks, steam tractor 24-inch gauge, road water carts, 30 cwt. road rollers with yokes for bulls, portable stone crusher outfits, 2 to 5-ton motor lorries, 6 to 10-ton steam road rollers, 6 to 8-ton benzine road rollers, small ladder dredger, friction winches and boilers for pile drivers.

Interested manufacturers are requested to furnish descriptive price lists or catalogues of any of the required plant which can be obtained in Canada. Address of officer in charge of the work may be obtained on application to Commercial Intelligence Department, Canadian Manufacturers Association, Toronto.



Plant of the Canadian Electro Products Co., Shawinigan Falls

Some of the Smaller Industrial Centres of the Province of Quebec

Many Towns Throughout the Province Now Possess Quite Lengthy Lists of Large and Progressive Manufacturing Establishments

By G. C. LOCKWOOD

INDUSTRIAL activities in the Province of Quebec are widespread, and while cities like Montreal, Quebec, Sherbrooke and Three Rivers contain the majority of the manufacturing establishments of the province, yet there are numerous other points which, in a survey of the industrial progress of the province, should not be overlooked. There is, for example, an interesting group of manufacturing towns lying to the south of the St. Lawrence River, to which some reference should be made.

St. John's

Prominent among them is St. John's. Situated on the Richelieu River, about 27 miles from Montreal, this thriving town has now a population of over 9,000. It has an interesting history, is still a place of military importance and is famous for its prominence in sports. Power is furnished in ample quantities by the Southern Canada Power Company, which in turn secures it from the power plant of the Montreal Light, Heat and Power Co. at Chambly. There are also excellent transportation facilities, seven railroads serving the town.

Some large industries are located in St. John's. The Singer Manufacturing Co. have an immense plant, containing 39,085 square feet of floor space and giving employment to 1,186 hands. Near by is the principal Canadian plant of the Cluett, Peabody Co. of Canada, Limited, employing 900 hands. The Belding-Corticelli, Limited, have a fine new plant at St. John's. Standard Clay Products, Limited, manufacture sewer pipe and other products on a large scale. Canadian Hart Accumulator Co., Limited, a branch of an English concern, make storage batteries. Anglin-Norcross, Limited, the contractors, operate a plant for dressing stone. In St. John's and in Iberville, just across the river, there are many other industries in operation and the number is steadily increasing.

St. Hyacinthe

Somewhat further east on the Yamaska River is the town of St. Hyacinthe, whose history also goes back many years. It is a noted educational centre and is fast developing into a big manufacturing community, having a population of about 15,000. It is on the main line of the Grand Trunk and is also served by the Canadian National and C.P.R. Power is supplied by the Southern Canada Power Co., principally from the Yamaska River.

Among the larger industries located in St. Hyacinthe are Penman's Limited, whose plant gives employment to 800 hands; the Canadian Manhasset Cotton Co., Ltd., a big new industry making tire fabric; Ames-Holden-McCready, Limited, who operate a large branch boot and shoe factory; La Cie J. A. and M. Cote, A. A. Cote & Son, and the Rita Shoe Co., all manufacturing footwear; Duclos & Payan, who manufacture leather; Casavant Frères, pipe organ builders; E. T. Corset Co., Ltd. Other industries are too numerous to mention individually.

Granby

Also located on the Yamaska River is Granby. This busy town is situated on the Central Vermont Railway and is the terminus of the Montreal and Southern Counties Railway Company's suburban line. Its power is derived from the Southern Canada Power Company's plant at Drummondville. Industrially, Granby owes much to the late S. H. C. Miner, founder of the Miner Rubber Co., one of the town's largest industries. This plant makes rubber goods and employs about 650 hands. Other important industries are those of the Empire Tobacco Co., a branch of the Imperial Tobacco Co of Canada, Limited; a large branch of the Canadian Consolidated Rubber Co., Ltd.; the cigar factory of J. Bruce Payne, Limited; the Meyer-Thomas Co., Ltd., box manufacturers, and various other undertakings covering a wide range of products.

Drummondville

Passing further east, one comes to Drummondville, which stands on the banks of the St. Francis River about 30 miles up from its junction with the St. Lawrence. Here the Southern Canada Power Co. have recently completed an important power development, which has given a great impetus to the industrial progress of the town. The company own several powers on the St. Francis, the Magog, the Yamaska and other rivers, which will ensure a plentiful supply of power for the future.

Drummondville is on the Canadian National Railways (formerly Intercolonial Railway) and is also served by the C.P.R. It was originally a lumbering centre, but the development of electric power has given great diversity to its industries. There are located in Drummondville the Jenckes Canadian Co., Limited, branch of the Jenckes Spinning Co., Pawtucket, R.I., makers of tire fabric; the Butterfly Hosiery Co., Limited; the Canadian H. W. Gossard Co., Limited, makers of corsets and brassieres, and several other thriving companies. The town has a population of about 5,000.

In the Sherbrooke District

In the vicinity of Sherbrooke several smaller industrial centres are springing up. At Magog, 20 miles west, a number of industries are located, including large cotton mills, bobbin factory and sawmills.

At Lennoxville, a few miles east, are the plants of D. J. Ayer & Son, makers of leather gloves, and the Union Screen Plate Co. of Canada, Limited, with other industries.

At Bromptonville, six miles west, are mills of the Brompton Pulp & Paper Co., Limited, and at Windsor Mills, still further down the St. Francis River, are the mills of the Canada Paper Co., Limited.

At Coaticook, twenty miles east of Sherbrooke, are branch plants of Penman's Limited and the Belding-Corticelli, Limited, and the factories of Chas. Niedner's Sons Co., manufacturers of fire hose; A. O. Norton, Limited, manufacturers of hoisting, lifting and screw jacks; and Sleeper & Akhurst, Limited, manufacturers of hoisting engines.

At Rock Island, thirty-three miles south of Sherbrooke, are located the plants of Butterfield & Co., manufacturers of taps and dies; the Lay Whip Co., Limited; the Peerless Overall Co. and the Telford Bros. Garment Co., etc.

Between Sherbrooke and Quebec

Passing in a northerly direction from Sherbrooke, mention might be made of Richmond, divisional point on the Grand Trunk, where the Boston Last Co. and other industries are located; Danville, headquarters of J. L. Goodhue & Co., manufacturers of leather belting; Warwick, where the Dominion Comb and Novelty Co., La Cie des Industries Cantin and several other factories are in operation; Arthabaska, the home of the Eastern Townships Furniture Mfg. Co.; and Victoriaville, a progressive French-Canadian town, notable for its furniture plants and other enterprises such as mica, clothing, cement and toys. At Plessisville, further north, are found the Plessisville Foundry Co., manufacturers of boilers and stoves; and the Savoy Guay Co., manufacturers of gasoline engines and woodworking machinery. At Laurierville are located La Manufacture de Voitures de Laurierville, makers of farm wagons.

Across the St. Lawrence from Quebec is Levis, a city of over 10,000 population with several noteworthy industries, including the Davie Shipbuilding & Repairing Co., Limited; Joseph Gosselin, furniture manufacturer; the Lauzon Engineering, Limited, and La Cie Mercier de Machinerie. Further down the south shore is Montmagny, where are located A. Belanger, Limited, manufacturers of agricultural implements, and the General Car and Machinery Works, manufacturers of boilers, engines and machinery.

North of the river and in the Quebec District are St. Bazile, where are the plants of the American Broom Works and the Eastern Paper Co., Limited; and Portneuf Station, also a paper manufacturing centre with the mills of J. Ford & Co., Rowland Ford & Son, and the Montreal Paper Co., Limited.

In the Saguenay River and Lake St. John District, the principal point is Chicoutimi, with a population of 7,000. Here are large pulp mills, lumber mills, tanneries, furniture factory, foundry, machine shops, etc. The pulp and paper and lumber industries predominate in this district.

North Shore Points

The principal industrial centre between Three Rivers and Montreal on the north shore is Joliette, thirty-six miles from Montreal. Power is supplied from Shawinigan Falls and industries include tobacco factories, woollen mills, paper mills, biscuit factory, clothing factory, knitting mill, etc. At Louiseville, the Empire Shirt Mfg. Co. are located.

Passing on towards Ottawa, there is Lachute Mills, the headquarters of Ayers, Limited, manufacturers of pulp and paper makers' felts; Buckingham, where are located the Electric Reduction Co., Limited, manufacturers of heavy chemicals; the James Maclaren Co., Limited, lumber and pulp; and the Quebec Graphite Co., Limited; and Hull, opposite Ottawa, with a lengthy list of manufacturers in pulp, paper, lumber and various other lines.

South of the St. Lawrence are to be found Valleyfield, thirty miles west of Montreal, with textile mills and iron works; Beauharnois, 22 miles from Montreal; St. Lambert, just across the River from Montreal, with an increasing list of industries; Sorel, at the mouth of the Richelieu River, where Beauchemin & Fils, Limitée, machinists; Duhamel & Frere, manufacturers of boots and shoes; Jas. Sheppard & Son, planing mills, and the Popular Shirt, Limited, have their plants, and Nicolet, opposite Three Rivers, headquarters of the Union Optical Co., Limited.

The list of manufacturing centres might be extended considerably, but the foregoing list will serve to give a fairly good idea of the way in which industry is diffused throughout the province.

Canadian Purchasing Agents' Annual Convention

THE problems of the Canadian purchasing agent were thoroughly discussed at the second annual convention of the Purchasing Agents' Associations in Canada, which took place at the King Edward Hotel, Toronto, on May 14th. About two hundred members of the profession were present, representing the four Canadian associations of Montreal, Ottawa, Hamilton and Toronto.

After an address of welcome from W. H. Alderson, president, Toronto Board of Trade, and a response from C. A. Ogilvie, Otis-Fensom Elevator Company, Limited, president of the Hamilton association, the main topic of the convention was introduced. This was the question of the advisability of forming a Canadian Association of Purchasing Agents, either in affiliation with the present National Association, or as an independent body. The discussion was opened by short speeches from the four Canadian presidents and T. P. Webster, Dominion Textiles, Limited, second vice-president, N.A.P.A., led the general discussion which followed. Alex. Marshall, C.M.A., spoke of the assistance that the C.M.A. had been able to give to similar associations. It was finally decided that the question be left to a committee composed of two representatives from each association, under the chairmanship of Mr. Webster. This committee will report at the September meetings of the associations.

In the afternoon three subjects of particular interest to purchasing agents were presented by speakers who are authorities on them. S. R. Parsons, president, British American Oil Company, Limited, dealt with "The Industrial Outlook for Canada." He was followed by Geo. Wilson, assistant general manager, the Union Bank of Canada, who spoke on "The Financial Outlook." T. P. Phelan, of Robinette, Godfrey, Phelan & Lawson, spoke on "Contracts." A short discussion of the profession of purchasing with particular reference to co-operative buying and the exchange of information concluded the afternoon session.

The programme committee had been fortunate in securing the Hon. Mr. Justice W. R. Riddell as chief speaker at the evening banquet. His address on "Canada" was an inspiring masterpiece of oratory. He sketched the history of the country from the time of the American Revolution, showing how, while freedom had been gained, the Imperial connection had never weakened. We desired the friendship of the United States, he said, and for the peace of the world the English-speaking nations must stand together, but we can accept that friendship only on terms of equality.

A musical programme also added to the evening's entertainment, and the convention closed with a vote of thanks to the Purchasing Agents' Association of Toronto for their hospitality. In moving the vote of thanks Mr. Webster invited the members to make Montreal their next convention city.



A Mammoth Plant recently erected in the Province of Quebec

This is a view of the plant of the Jenckes Canadian Company, Limited, located in Drummondville, one of a group of progressive industrial centres in the southern part of the province

Safeguarding British Industries

Text of Resolutions Adopted by British House of Commons by Large Majorities which Impose Duties and Provide Against Dumping

AS an indication of the policy being adopted in Great Britain to protect industry, the two resolutions passed by the House of Commons on May 11th and 12th are significant. The first resolution providing protection for "key industries" passed under closure on May 11th by 236 to 72; the second, providing against dumping, early on the morning of May 12th by 118 to 37. The resolutions are as follows:—

Resolution I.

That for a period of five years from the passing of an Act for giving effect to this resolution there shall be charged on any of the following articles imported into Great Britain or Ireland a customs duty of an amount equal to 33⅓ per cent. of the value of the article, that is to say:

(*a*) Optical glass and optical elements, whether finished or not; microscopes, field and opera glasses, theodolites, sextants, spectroscopes and other optical instruments.

(*b*) Beakers, flasks, burettes, measuring cylinders, thermometers, tubing, and other scientific glassware and lamp-blown ware, evaporating dishes, crucibles, combustion boats, and other laboratory porcelain.

(*c*) Galvanometers, pyrometers, electroscopes, barometers, analytical and other precision balances, and other scientific instruments, gauges and measuring instruments of precision of the types used in engineering machine shops and viewing rooms, whether for use in such shops or rooms or not.

(*d*) Wireless valves and similar rectifiers, and vacuum tubes.

(*e*) Ignition magnetos and permanent magnets.

(*f*) Arc-lamp carbons.

(*g*) Metallic tungsten, ferro-tungsten and manufactured products of metallic tungsten, and compounds (not including ores or minerals) of thorium, cerium and other rare earth metals.

(*h*) Hosiery latch needles.

(*i*) All synthetic organic chemicals (other than synthetic organic dyestuffs, colors and coloring matters imported for use as such, and organic intermediate products imported for their manufacture), analytical re-agents, all other fine chemicals manufactured by fermentation processes;

including any articles comprised in any list which may from time to time be issued by the Board of Trade for defining the articles which are to be taken as falling under any of the general descriptions set out above.

Resolution II.

There shall be charged on any of the following articles imported into Great Britain or Ireland, in addition to any other duties of customs chargeable thereon, a customs duty of an amount equal to 33⅓ per cent. of the value of the article, that is to say:

Articles of any class or description in respect of which an order by the Board of Trade has been made under any Act of the present session for giving effect to this resolution, if manufactured in whole or in part in any of the countries specified in the order, or deemed to be so manufactured.

Any such order as aforesaid may be made on the ground that articles of the class or description in question are being sold or offered for sale in the United Kingdom:

(*a*) At prices below the cost of production thereof; or

(*b*) At prices which, by reason of depreciation in the value in relation to sterling of the currency of the country in which the goods are manufactured, are below the prices at which similar goods can be profitably manufactured in the United Kingdom;

and that by reason thereof employment in any industry in the United Kingdom is being or is likely to be seriously affected.

For the purposes of this resolution, "cost of production" in relation to goods of any class or description means the current sterling equivalent of:—

(*a*) The wholesale price at the works charged for goods of the class or description for consumption in the country of manufacture; or

(*b*) If no such goods are sold for consumption in that country, the price which, having regard to the prices charged for goods as near as may be similar when so sold or when soid for exportation to other countries, would be so charged if the goods were sold in that country.

Combination Packages are Now Allowed

THE Association has been advised by the Post Office Department, that arrangements have been made with British Honduras, Jamaica, Nicaragua, Mexico, and British Guiana, permitting the mailing from Canada to these countries of what are known as "combination packages," that is packages coming under the parcel post regulations, with letters attached, A notice has been sent to the different postmasters authorizing the acceptance of these combination packages and it is understood that negotiations are in progress to include other countries.

The Association took action on this question following receipt of a complaint from an importing firm in British Honduras. This firm had been notified that a shipment of safety razors and blades had been mailed by parcel post. When the parcel failed to arrive in reasonable time, the importer took up the matter with the suppliers, who in turn referred it to the post office authorities. The letter advised that the goods might be expected to reach their destination shortly, but two months after the first notice had been received, the goods were still in transit.

The Transportation Department of the Association suggested some such action as has been taken to the postal authorition. It has been found from experience that the use of combination packages expedites the delivery of mail matter and it has the advantage of bringing the advice and the goods by the same mail. This form of package can be used by exporters for mailing samples or small orders and, it is understood, that it is being used quite generally.

British Industries Fair

What Department of Overseas Trade did to Promote the Fair

Toronto, 9th May, 1921.

THE EDITOR INDUSTRIAL CANADA:

Dear Sir,—I observe in your issue for May that Mr. John C. Kirkwood, writing on the British Industries Fair, states his belief that the Department of Overseas Trade did not make a very great effort to obtain exhibitors from Canada.

As the Ontario representative of the Department of Overseas Trade, I should like to correct any unfavorable impression which may have been given to your readers. The following facts will be of interest:

Over 1,000 firms in Ontario received direct invitations to attend the Fair and were sent an illustrated booklet descriptive of it.

The principal daily papers and your own journal published advertisements of the Fair.

Twenty-three Boards of Trade in Ontario were sent full particulars of the Fair.

Thirty-three daily trade and technical journals in Ontario published on several occasions descriptive articles regarding the Fair.

In conclusion every possible means was adopted to inform Canadian buyers and manufacturers of the advantages of attending or exhibiting at the British Industries Fair. I shall be pleased to furnish anyone interested with particulars of next year's Fair, which will probably be held at the end of February. I can also supply any enquirer with a copy of the catalogue of the Fair recently held.

While the applications of United Kingdom firms for space are always numerous and tax the capacity of the buildings, there is every desire to encourage and assist Canadian exhibitors.

Yours very faithfully,

(Signed) F. W. FIELD,
H. M. Trade Commissioner.

British Columbia Division Holds Successful Annual Meeting

Record Attendance at Dinner in Hotel Vancouver—Annual Reports Indicate Progress—J. B. Thomson Re-elected Chairman

FOLLOWING a dinner attended by the largest number of members ever present at a meeting of the C.M.A. in the province, the British Columbia Division held its annual meeting in the Rose du Barry Room of the Hotel Vancouver on the evening of May 5th. A number of excellent addresses were delivered and reports presented, while the Association had the honor of entertaining Hon. J. W. De B. Farris, K.C., Attorney-General and Acting Premier of the province.

The election of officers resulted in the return by acclamation of J. B. Thomson as chairman of the Division for another year. R. W. Mayhew, chairman of the Victoria and Vancouver Island Branch, was elected vice-chairman of the Division. The Executive Committee for the British Columbia Division will be composed of the following gentlemen in addition to the chairman and vice-chairman, namely: D. W. Campbell, J. C. Pendray, J. Parfitt, J. H. McDonald, R. B. Sharpe, F. E. Burke, J. J. Coughlan, W. H. Malkin, J. G. Todhunter, W. H. Leckie, H. J. Bigger, J. W. F. Johnson, F. Parsons, E. W. Hamber, R. L. Cliff, H. MacLaren.

The representatives of the B.C. Division on the Executive Council of the Association will be J. B. Thomson, chairman B.C. Division; R. W. Mayhew, chairman Victoria and Vancouver Island Branch; R. B. Sharpe, chairman of the Box Manufacturers Section; J. Parfitt, chairman of the Clay Products Manufacturers Section; Messrs. Hamber, Burke, Coughlan, Leckie and N. A. Yarrow.

In a most comprehensive report, the chairman, J. B. Thomson, gave an account of the work of the Executive during the past year. He prefaced his remarks with a reference to the organization and objects of the Association, telling something of the services rendered by the departments at head office.

Chairman's Report

"Referring now to our own Division," continued Mr. Thomson, "I would say that this is our fourth annual meeting and it is pleasing to your Executive to see so many members present this evening. It is also a great pleasure on my part to be able to report to-night that our own Division during the past year showed a larger percentage of new members and a smaller number of resignations (notwithstanding the business depression) than any other Division. However, I would take this opportunity of pointing out that there are many engaged in the manufacturing industry in British Columbia who are eligible for membership, but who are not yet within the fold of the Association, and I feel that it is the duty of each member to assist the incoming Executive, who will constitute as heretofore, the membership committee, in bringing as many new members into the Association as is possible. Union is strength, and the larger membership we have, the greater power we are for the honorable and legitimate



J. B. Thomson

Jas. Thomson and Sons Limited, Vancouver. Re-elected Chairman, B.C. Division for 1921-22

development of the industrial life of our province. I would like to see every member of the Association during the coming year, take it upon himself as a duty to see that he is responsible for at least one new member. You have all been warned, no doubt, that if we do not hang together, we will hang separately, but I have another axiom for your consideration, the proof of which came very nearly being demonstrated recently in connection with certain legislation, and that axiom is 'United we stick, divided we're stuck'."

After brief references to last year's annual meeting and the visit of the Tariff Commission to British Columbia, Mr. Thomson touched on the subject of federal taxation. He reported that the resolutions of the Division Executive, which had been sent to Toronto for approval, had been accepted and were incorporated in the recommendation made to the Minister of Finance.

Mr. Thomson then dealt with the subject of municipal taxation in Vancouver. He had personally attended all sessions of the inquiry last fall and the executive committee had made a close study of the evidence. While the question concerned Vancouver primarily, it was felt that municipal taxation elsewhere would be framed very largely on the powers granted to Vancouver.

The taxing powers asked for by the Vancouver City Council in the Charter Amendments Bill, introduced at the last session of the Legislature, were, as set forth in clause 11 of the Bill:

"The words 'Licenses' or 'Licensing' or 'License Fees' where used or imposed in this Act shall be deemed to include the power to tax."

Municipal Taxation

This gave the Vancouver City Council the right to tax as they saw fit any industry and was a greater power than that now possessed by the Provincial Government. The bill passed through the Private Bills Committtee and received its first and second readings in the House. Appeals to the cabinet and members were only successful to the extent of having consideration of the bill deferred until the next session.

A bill was introduced in the closing hours of the Legislature by the Premier enumerating various license fees or taxes which the Vancouver City Council might impose on business and industries in the city. Had the bill passed, manufacturers would have had to pay $1,000 a year to the city for the privilege of manufacturing within the city limits. This proposed legislation was not placed on the statute books for the current year at least.

"The proposal for the establishment of Foreign Trade Areas in Canada," continued Mr. Thomson, "was carefully considered by your Tariff Committee and Executive, and the final result of their deliberations is embodied in the following resolution which was unanimously adopted at a recent meeting:

" Resolved that we, the British Columbia Division of the Canadian Manufacturers Association, after giving the fullest discussion and consideration to the establishment of Foreign Trade Areas in Canada, are strongly of the opinion that such would be detrimental to the growth of the industrial life of the nation, and that it would not be in the

best interests of the citizenship of Canada as a whole to pass such legislation.'

"The policy of your Executive on this question has the approval and support of the Executive Council of the Association."

Mr. Thomson next dealt with the licensing of exports by the Federal Government. This proposal had been opposed and was defeated. The Executive also took strong execption to a proposal for an amendment to the Customs regulations permitting importation of unlabelled canned goods on the grounds that this would be detrimental to health and injurious to Canadian industry.

The Executive had concurred in the advocacy by the fishing interests of the province of the appointment of a Deputy Minister of Fisheries at Ottawa, whose sole duty would be to administer the regulations governing the fishing industry. Another matter affecting the fishing industry was the securing of the continuance of favorable treatment of British Columbia salmon imported into France under the French Treaty. The Association was able to be of assistance in securing an indication as to the final result of the negotiations on this point.

Another matter which had received the consistent support of the Executive was the maintenance of a permanent purchasing commission at Ottawa. This commission had been reconstituted on a permanent basis.

Made-in-B.C. Campaign

"As you are all aware," said Mr. Thomson, "there was inaugurated last fall, through the energetic efforts of Mr. Frank Parsons, one of the members of your Executive, who is also chairman of the Manufacturers' Bureau of the Vancouver Board of Trade, a 'Made-in-B.C. Campaign.' While 'Made-in-Canada' has been the slogan of this Association for many years, your Association felt that a 'Made-in-B.C. Campaign' was part and parcel of the 'Made-in-Canada' idea, and we have lent every support to the 'Made-in-B.C. Campaign.'

"The Minister of Finance at Ottawa recently introduced an amendment to the Insurance Act providing for a tax of fifteen per cent. payable by the assured, on premiums on insurance carried in unlicensed companies. Your Executive have not felt that it was fair to impose such a tax on Canadian manufacturers who prefer, or find it more practical, through the nature of their business, to insure in unlicensed companies, and after thorough consideration have concurred with representations which your head office are making in opposition to the proposed amendment.

Words of Appreciation

"In conclusion, gentlemen, allow me to state that when I accepted office as your chairman in April, 1920, I thoroughly appreciated that I had to undertake heavy responsibilities, and I made the promise that I would fulfil, to the best of my ability, the obligations which fell upon my shoulders. In accepting such a responsible position, I have, in my humble way, striven to do the very best I could for the Association and the membership. My task was a great deal easier than I anticipated, as you gave me an Executive which were absolutely loyal to your interests and who untiringly and unselfishly gave of their time, which, coupled with their business experience, has been an immense benefit to the Association, and I feel that the members are deeply indebted to them. I must state that in occupying the chair, I found the spirit of harmony and co-operation in the Executive manifest at all times, and I feel sure that it was often at personal inconvenience to themselves that they attended the numerous meetings which were held.

"I also think that we are extremely fortunate in having Mr. Dalton as our secretary, and after a year in office as chairman, feel that I am only expressing the views of every member of the Executive in saying that Mr. Dalton has untiringly given of his time, not an eight-hour day, but on many occasions a double shift, without any overtime allowance, to further your interests in a way that I do not think he could have done had he been working in a private business of his own rather than as a salaried officer, and I think this Association should appreciate the fact of the valuable assistance that Mr. Dalton has given to the growth of the Association and the factor he has been in the efficient service which it is rendering to its members."

Secretary's Report

The secretary, Mr. Hugh Dalton, reported that the Executive Committee had held fourteen meetings during the year. The Legislation Committee held six meetings; the Transportation Committee, five; the Tariff Committee, two; and there had been three quarterly general meetings, besides various special meetings. The Victoria and Vancouver Island Branch and the various trade sections had also held numerous meetings in Victoria, Vancouver and New Westminster.



R. W. Mayhew

Sidney Roofing and Paper Company, Limited, Victoria. Chairman Victoria and Vancouver Island Branch and Vice-chairman B.C. Division, 1921-1922

Membership of the Division had continued to increase until it now comprised over 200 bona fide manufacturers. This membership was distributed over practically every part of the province, the Victoria Branch having nearly forty members. The secretary of the latter branch had been successful during the year in forming a clay products manufacturers' group, which included the majority of the brick and tile manufacturers in the province.

The secretary had visited various parts of the province during the year, but he felt that more frequent contact between representatives of the Association and those members in outlying portions of the province was desirable. He had found various cases of members in the interior who had problems in the solution of which the Association was able to be of help, but which would not have been known without personal contact. He suggested that the policy of having a travelling secretary should be adopted for the four western provinces.

Tariff Committee

The report of the Tariff Committee referred to the work done in connection with the hearings of the Tariff Commission last fall in British Columbia. Members of the Division were strongly urged to familiarize themselves with the brief presented by the President of the Association at Winnipeg.

Reference was then made to tariff legislation in the United States, to the proposal of the British Government to protect key industries for five years by imposing an ad valorem duty of thirty-three and one-third per cent., and to the movement towards higher protection in other countries. Under these conditions the question naturally arose whether Canada could afford to lower the bars that now protected her industries.

After touching on the work done by the Association in assisting all branches of industry to work up their case for presentation to the Commission, the report dealt with the attitude of agricultural industry in the province:

"At every sitting of the Commission, representatives of every phase of agricultural life, including milk producing, seed growing, fruit and vegetable growing, etc., etc., presented sound arguments for continuing and strengthening the protection for dairy and farm produce in this province, in order to make it possible for the farm life of British Columbia, which constitutes here, as elsewhere, the backbone of the community, to continue to grow, and in order that the producers of such an important part of the necessities of life in Western Canada might not be robbed of the natural advantages of soil and climatic conditions which exist in this province, in order to build up the farm life of the neighboring States to the south of us.

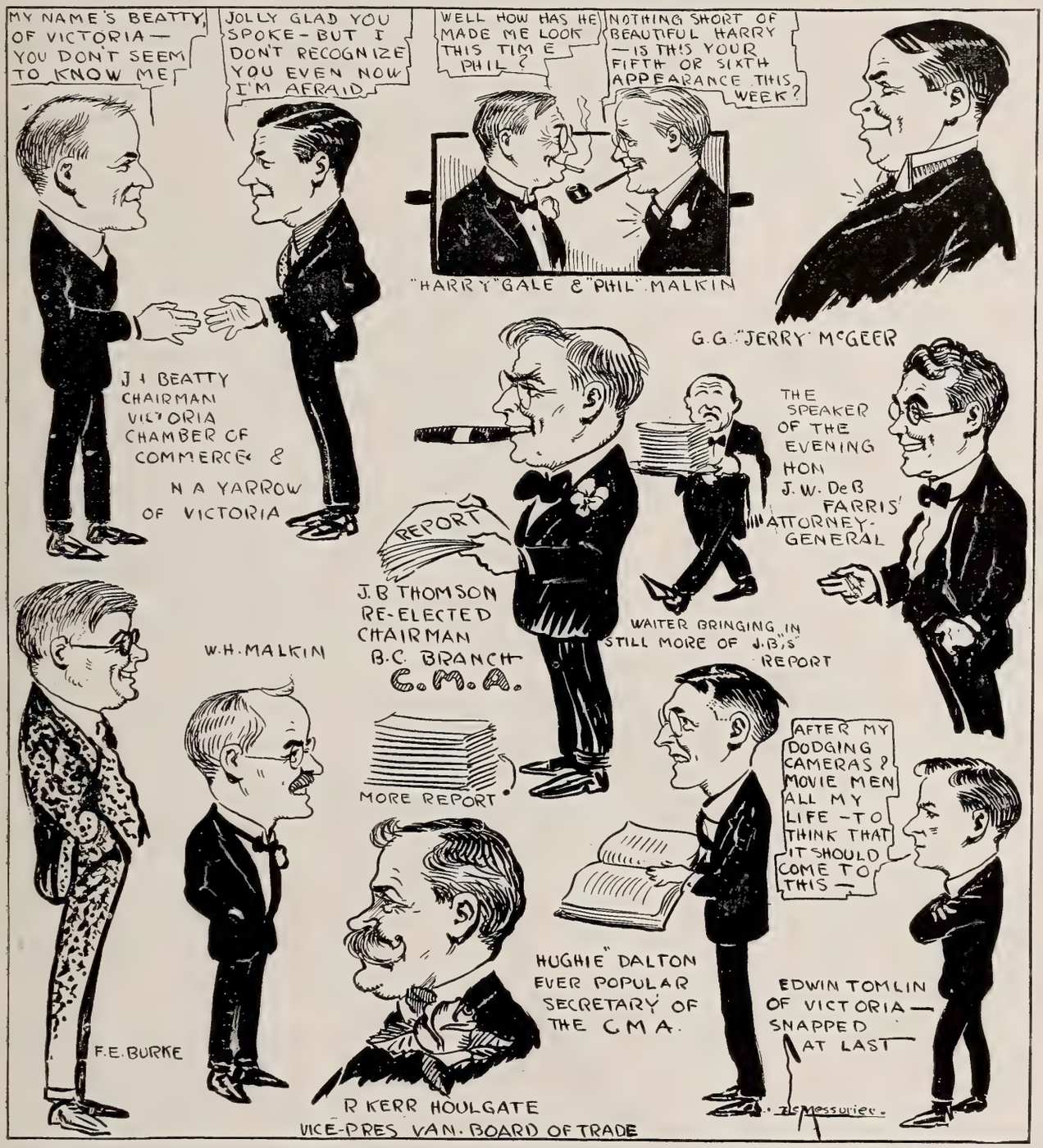
"The attitude of the agricultural interests in British Columbia in this re-

spect is in direct contrast to the views expressed by those professing to speak for agriculture in the Prairie Provinces; but that the attitude of those on the land in this province in asking for continued or increased protection for their products is justified, is amply proven by

on many occasions, the Federal Department of Customs have not so far seen their way clear to make the appointment, which it has been felt by certain interests in the community to be desirable. Latest advice on this matter is that the recently-appointed Minister of

pointment of a Canadian Customs officer at New York and the consequent building up of foreign ports and steamship lines at the expense of those of Canada, will be obviated."

The Transportation Committee's report dealt with a number of matters



Prominent British Columbia Manufacturers present at the Annual Meeting of the B.C. Division, C.M.A., as seen through the eyes of Cartoonist Le Messurier, of the Vancouver "Province"

the action of the United States in introducing the Emergency Tariff Bill, which I referred to in opening my remarks.

"Your committee during the past year discussed at various times the long-standing question of the appointment of a Canadian Customs officer at New York, for the purpose of facilitating the shipment of the products of Eastern Canadian factories into British Columbia. Although representations have been made to the Government on this matter

Customs, Hon. Mr. Wigmore, will, at the conclusion of the present session in Ottawa, visit this province for the purpose of investigating this subject, and those interested will then have a further opportunity of stating their views. In view, however, of the prospects which we have been given to understand exist for the establishment of a Canadian steamship service between Montreal and St. John and Vancouver, via the Panama Canal, it is to be hoped that the ap-

affecting the interests of members in the province. It read in part as follows:

"The existing scale of rates on the railways in this province has been a long-standing grievance with manufacturers and shippers. Although there has been considerable public discussion on the subject, it was not until last fall that the Vancouver Board of Trade and your organization took hold of the question and agreed to jointly bear the expense of gathering data in preparing a case

for submission to the Board of Railway Commissioners in regard to one phase of the freight rate situation in this province, namely, the failure of the railway companies to carry out the 1914 judgment of the Railway Board in regard to eastbound class rates. On the application of this Association, this case was set down for hearing in Vancouver in October last, and Mr. Brown, the transportation expert of the Association in Toronto, came to Vancouver and presented the case on our behalf. Owing to unforeseen conditions arising in connection with the staff of the Railway Board, no decision has yet been rendered in this case, but there is reason to believe that action in this matter will not be very much further delayed.

"The matter of the general equalization of rates as between British Columbia and other portions of Canada was taken up in connection with the application of the railways for a general increase in rates last summer, and at the request of your committee, the Transportation Department of the Association made an application to the Railway Board for hearings on this subject. This application was granted, and as you are doubtless aware, counsel, in the person of Mr. G. G. McGeer, who is with us tonight, was appointed by the Provincial Government to take charge of the preparation and presentation of the case for British Columbia interests. The history of the struggle for fairer freight rates in British Columbia, commencing with the application made to the Railway Board in 1906 by various British Columbia interests, and again in 1911, is doubtless well known to many, if not all, of you, and you are also no doubt familiar with the unsatisfactory results obtained on those occasions. I think it is sufficient for me to say that we are benefiting in the present case by the experience gained from the former proceedings, and we feel that only lack of co-operation on the part of manufacturers and shippers in furnishing to Mr. McGeer and the highly-skilled assistants he has engaged the necessary data as to the operation of the present basis of rates in individual cases, can prevent the bringing to a satisfactory conclusion, from your point of view, of the case for better freight rates from British Columbia manufacturing centres which is now proceeding.

Removal of Arbitrary

"The protracted negotiations for the removal of the eight-cent arbitrary on shipments originating in the eastern United States, consigned to British Columbia points, have recently been brought to a successful conclusion. The leading part in these negotiations was taken by Mr. McClintock, the Chairman of the Transportation Bureau of the Vancouver Board of Trade, and in his work in this connection, Mr. McClintock had the active support of this Association, both from this office and through the head office.

'The policy of imposing harbor dues on imports and exports through Vancouver, inaugurated last year by the Harbor Commissioners, is, in the opinion of your Committee, unfair in its incidence and contrary to the practice followed in providing funds for the development of other Canadian ports. Notwithstanding the strongest recommendations made on this subject to date, I regret to say that we have not been successful so far in effecting any change. The matter is being followed up, however, and it is hoped to secure a modification of the present regulations."

Attorney-General's Remarks

Hon. Mr. Farris, the principal speaker of the evening, gave a valuable review of the legislation passed during the last session of the provincial parliament. Three important acts had been consolidated during the session. They were the Land Registry, the Trust Companies and the Companies Acts. The first mentioned had been consolidated after two years' consideration. The Companies Act, as it now stood, was designed to protect existing companies in the province against outsiders, and at the same time protect the public. This brought him to the question of "blue sky" legislation and he gave the government's reasons for not being too eager to precipitate drastic legislation of this kind. It had decided, he said, that the principle was sound, on the one hand, but on the other there was the great danger of interfering, to too great an extent, with the progress of legitimate business. It was not the government's function to make all the laws conform to the necessity of "protecting all the fools in the country." The government had decided on a compromise and had tightened up present legislation in regard to prospectuses. There were "rather drastic improvements" in this connection on the statute books, he pointed out, and it was now necessary for outside companies desiring to operate in British Columbia to become registered in the province. The government, he added, was seeking to obtain uniformity of business legislation with the other provinces in the Dominion.

On the subject of the Pacific Great Eastern Railway, the Attorney-General dwelt at length. While he did not wish to appear pessimistic, he desired to impress the manufacturers with the seriousness of that situation. It would cost several millions to complete the road into Prince George, "but this must be done," he said.

The War Relief Act, he continued, had been extended one year for the benefit of soldiers, and said that the Moratorium Act was now a thing of the past. Referring to eight-hour day legislation, he pointed out that the government had passed a measure to conform with the Peace Treaty of Versailles, that would become effective when the other provinces in Canada had also agreed upon it.

Regarding the proposed Vancouver charter amendments he said that the city had put in "some very radical changes," changes that would affect one-third of the people of the province. The government thought consideration of them might be held over and this course was adopted. The problem of municipal taxation was an acute one, however, he declared, and not only Vancouver but all municipalities in the province were in the same predicament.

"And you can't head it off," declared the speaker. "The most you can do is to help solve it with us." The municipal authorities must have revenue, he asserted, and it was not to the credit of Vancouver that the schools and hospitals should be in the condition they were today when the city was able to sport so many automobiles.

Alluding to the Liquor Control Act Mr. Farris said that the people of British Columbia had imposed a heavy responsibility upon the Government in asking it to assume control of the liquor sale. He thought the Legislature had brought down a bill that was as good as it was possible to have. He explained the permit system and added that there was an unconscious attitude on the part of the people in a matter of this kind to rely more upon the law than upon themselves. They must become inculcated with a spirit of self-restraint and of personal responsibility, he contended, and he urged that the liberty extended through this legislation be not abused.

Mayor Gale spoke briefly, referring to the good work for the welfare of the community accomplished by the Association.

A pleasing feature of the evening was the presentation, following the meeting, of a gold watch and chain suitably inscribed, to Mr. Hugh Dalton, secretary of the Division, as a token of the esteem in which he is held in the organization.

A resolution proposed by Mr. F. E. Burke requesting the Government to appoint a deputy minister to devote his entire time to the fisheries branch of the department of marine and fisheries was carried unanimously.

Put Telephone Number on Letter Paper

A MEMBER of the Association has put forward an excellent suggestion with regard to long distance telephone service. It is to the effect that all business establishments should print their telephone number conspicuously on all letterheads and advertising matter going out through the mails. In making long distance calls an extra expense is entailed if the telephone number of the party called is not given, so that it is apparent that a saving of time and money would be effected were the practice generally adopted of printing numbers on letter paper. Some firms already do this but many do not and it would be a helpful thing if all would adopt the suggestion.

Annual Meeting of Prairie Division

Reports Submitted by Committees Indicate that a Year of Considerable Activity has been Successfully Concluded

MEMBERS of the Prairie Division, C.M.A., held their annual meeting in the Association offices, Winnipeg, on the evening of April 29th, a good representation of members being present. The chairman, D. J. Dyson, presided.

Reporting on behalf of the Executive Committee, Mr. Dyson presented a thorough review of the year's activities. This began with a reference to the Tariff Inquiry, which opened in Winnipeg on September 14th, 1920, and at which the Association's case was laid before the Commission by the president, J. S. McKinnon.

"I desire," said Mr. Dyson "to refer to the able manner in which he placed this matter before the Commission and to the thorough and exhaustive way in which the Association's case was prepared by the staff. The brief met and answered practically every point that has been raised against a protective tariff for Canadian industry. The information contained therein was widely disseminated through Western Canada and received very favorable newspaper comment, even from free trade papers."

In More Favorable Light

"There is no doubt in my mind," said Mr. Dyson further on, "that the efficient manner in which the Association's case was prepared and the able manner in which its witnesses presented their cases, coupled with the splendid publicity given thereto, did much to place Canadian manufacturers in a much more favorable light before the general public in Western Canada than heretofore."

Referring to the budget, which at the time of the meeting had not yet been brought down, Mr. Dyson remarked that he did not think there would be any material revision downward. The Association, he explained, had approached the Government with suggested changes to the Customs Tariff Act, which would make the dumping provision more effective and the Prairie Division had recommended that these changes should include the provision that all articles offered for sale in Canada should be plainly marked with their country of origin.

Touching on unemployment, Mr. Dyson expressed satisfaction that in Western Canada the unemployment question had never reached such a serious condition as in Eastern Canada. He believed that they were now over the worst period of unemployment and added that the various Governments were to be commended upon the prompt action they had taken to tide over the difficulty.

Dealing with the Made-in-Canada movement, it was shown that the prevailing high rates of American exchange had given a great impetus to the purchase of Canadian goods. The Winnipeg, Edmonton and Calgary branches had taken an active part in the campaign by arranging exhibitions. Also, the Association had taken steps to induce the federal, provincial and municipal authorities to buy Made-in-Canada goods whenever possible.

On the question of taxation, Mr. Dyson stated that the Division, after careful study, had recommended to head office that a general turn-over tax not exceeding one per cent. should be assessed by the Dominion Government upon all financial transactions in lieu of the excess profits tax, corporation income tax and present sales tax. The proposal had been adopted by the head office and had been endorsed at a meeting of representatives of wholesalers, retailers and manufacturers held in Toronto.



W. G. Fraser

Beaver Soap Company, Ltd., Winnipeg. Chairman Prairie Division, C.M.A., 1921-1922

In Manitoba, the Provincial Treasurer had proposed a tax on gross profits of corporations notwithstanding that the Royal Commission on taxation had reported against such tax. Steps were taken to oppose the measure and these were in the end successful. However, a bill was now proposed providing for a tax of two per cent. on the net profits of 1920 of every individual, partnership or corporation, payable 1921.

The city of Winnipeg had applied for power to assess and collect an income tax on persons and business. Strong objection was taken to the proposal and the Division, with the support of other trade organizations, was able to arrange for a provincial personal income tax bill providing for a moderate scale of taxation to be assessed and collected by the provincial Government and the amount returned to the municipality in which the taxpayer resided, less 10 per cent. retained to cover expenses.

Mr. Dyson dealt next with the subject of legislation in the prairie provinces. In Alberta, the advisory committee appointed under the amendment to the Factories Act passed 1920, had reported in favor of a minimum wage of $13.50 per week for all persons under 18 years of age and all female workers, and also in favor of the adoption of an eight-hour day. After representations had been made, approval of Lieutenant Governor was not given to the report. Government agreed to bring in a minimum wage bill for females, similar to that in Manitoba, and it was introduced in the Legislature. However it met with such strong opposition from representatives of the people it was designed to protect that it was withdrawn.

No Action on 8-hour Day

In the closing days of the Legislature an amendment was passed to the Factories Act, curtailing the powers of the Advisory Committee and making it virtually a minimum wage board. No action was taken on the demand for an eight-hour day bill.

An amendment to the Alberta Workmen's Compensation Act was introduced providing for the payment of compensation on the basis of 66⅔ per cent. of injured workmen's wage, minimum $12.50 per week. The bill also provided for a material increase for dependants of a permanently disabled workman. The bill was defeated and a Government bill introduced in its place providing for 55 per cent. compensation, a minimum of $10,00 and a slight increase in payments to dependants.

An amendment to the Factories Act was passed by the Saskatchewan Legislature prohibiting employment of male persons under 14 and females under 15; also an amendment to Workmen's Compensation Act increasing total amount that may be recovered for permanent disability from $1,800 to $2,000 and death claims from $2,000 to $2,500. Steps were being taken in Saskatchewan to secure a workmen's compensation Act which would enable employers to secure complete insurance against their liability. At present they can only insure to the extent of the amounts provided by the Act but cannot cover their common liability.

In Manitoba, amendments to the Industrial Conditions Act had embodied the O.B.U. method of collective bargaining. This bill was defeated in committee. An eight-hour day bill failed to pass its second reading. An amendment to the Workmen's Compensation Act, increas-

ing funeral benefits from $100 to $150 was passed. Another amendment raising payments to widows from $30 to $45 per month and of children from $7.50 to $15.00, was defeated.

The minimum amount of compensation payable to injured workmen was increased from $6.00 to $15.00.

Mr. Dyson next referred to the Special Fund, to the expansion of the work of the Division's office in Winnipeg, to the proposed increase in membership fees and to the annual convention, at which he hoped that the Division would be well represented. A tribute was then paid to the memory of the late A. B. Stovel and G. F. Stephens, both of whom had been loyal members of the Association.

In conclusion, Mr. Dyson referred to the change that had come over the country since last year in the matter of the abatement of socialistic propaganda. The Canadian worker was realizing that his economic position was one to be envied and was beginning to show aversion to the economic nostrums which had been offered him recently. Mr. Dyson thought the time had now arrived for a change of policy on the part of employers. Instead of acting on the defensive they should take active steps to show affirmatively how much the workers have gained and can still gain from the capitalistic system of production and how much they have to lose from nationalizing or socializing industry.

Nominating Committee

After the report of the Executive Committee had been moved and adopted, the chairman read the report of the Nominating Committee. The Committee nominated L. R. Barrett, Vulcan Iron Works, as chairman, but Mr. Barrett stated that it would be impossible for him to act in this capacity. As an alternative the Committee suggested the name of W. G. Fraser, Beaver Soap Co., who had been an active member of the Executive Committee for several years. Mr. Fraser was then declared elected and, after making a speech in acknowledgment, he took the chair.

For vice-chairman, the committee proposed the name of J. W. Ackland, J. D. Ackland & Sons, and there being no further nomination, Mr. Ackland was declared elected.

The following were nominated and elected to represent the Division on the Executive Council of the General Association: T. R. Deacon, Manitoba Bridge & Iron Works; J. O. Thorn, Metallic Roofing Company; E. Parnell, Speirs-Parnell Company; F. W. Drewry, F. L. Drewry Company; W. J. Fulton, Dominion Radiator Company; L. R. Barrett, Vulcan Iron Works; D. J. Dyson, Dyson Vinegar Company, Winnipeg; C. A. Graham, Great West Garment Co., Edmonton; J. E. Davies, Alberta Foundries & Machine Co., Medicine Hat; H. Shaw, North West Biscuit Company, Edmonton; A. Mihalko, Saskatoon Pure Milk Co., Saskatoon.

The following will constitute the Executive Committee of the Division for the ensuing year: L. A. Wilson, Anthes Foundry Co.; N. W. Warren, Dominion Bridge Co.; C. F. Creighton, Rawleigh Medical Co.; H. Echlin, Echlin Manufacturing Company; E. R. Dowdell, Great West Saddlery Co.; H. Bell, Canadian Glove Company; W. T. Kennedy, Northern Shirt Company; W. A. Lawson, Bemis Bros. Bag Company; J. R. Hitchings, Hitchings Paper Box Co.; L. R. Baker, Burgess Batteries; W. R. Milton, Milton and Co. Bakery; Major Rogers, Can. Sheet Mtal and Roofing Company; G. Saults, Saults and Pollard; A. T. Wilson, Acme Sash & Door Co.; G. Malcolmson, Ford Motor Co. of Canada; J. H. Parkhill, Parkhill Bedding Co.; M. F. Christie, G. F. Stephens Co.; S. A. Campbell, Rowland and Campbell; E. B. Reynolds, Reynolds, Moore & Bentz; W. J. Walton, Gregg Manufacturing Company; J. A. Boyd, Imperial Oil Company; Wm. Martin, Manitoba Gypsum Company; R. A. Rogers, Crescent Creamery Co.; E. G. Parker, Royal Crown Soap Company; T. Fernie, Northland Knitting Co.; A. G. Hall, Gordon, Ironside and Fares; P. Shea, McDonagh and Shea; D. Stewart, Dinkle & Stewart; G. H. Campbell, Todhunter, Mitchell Company; John Horn, Western Canada Flour Mills, Winnipeg; Chas. Watson, Great West Saddlery Co., Regina; H. G. Love, Dominion Fire Brick and Clay Products Co., Moose Jaw; C. C. Pratt, Medalta Stoneware Co., Medicine Hat; R. J. Hutchings, Great West Saddlery Co., Calgary; C. A. Graham, Great West Garment Company, Edmonton; H. Singleton, Brandon Heating and Plumbing Co., Brandon; A. I. Turnbull, Canadian Fairbanks Morse Company, Saskatoon.

Transportation Committee

F. E. Hamilton, Swift Canadian Company; L. C. Stephens, G. F. Stephens Company; J. D. Cameron, Gallagher, Holman Company; N. J. Breen, Lake of the Woods Milling Co.; D. A. Clark, Clark Bros.; E. G. Parker, Royal Crown Soaps; Wm. McKay, Codville Company; C. F. Roland, Coca Cola Company; J. Minhinnick, Cockshutt Plow Co.; F. Shea, McDonagh & Shea; A. Dobbs, Canada Dry Cells; D. Dingle, Dingle & Stewart; D. Bowman, David Bowman Coal Co.; J. L. Costello, Woods Manufacturing Co.; K. J. Smith, North Star Oil Company; Jas. Arthur, Stewart Sheaf Loader Company, Winnipeg; T. Reynolds, Quaker Oats Company, Saskatoon; W. J. Harper, Robin Hoods Mills, Moose Jaw; P. M. Ames, Manitoba Engines, Ltd., Brandon; Wm. Innes, P. Burns and Co., Calgary.

Membership Committee

J. M. Thompson (chairman), Beatty Bros.; C. E. Harvey, Northland Knitting Co.; J. L. Costello, Woods Manufacturing Co.; B. F. Windrum, Mayor Stock Food Company; W. H. Brett, Brett Manufacturing Company; J. L. Paul, Brandram Henderson, Ltd.; C. F. Roland, Coca Cola Co.; P. G. Grout, Twin City Separator Co.; A. L. Welton, Gregg Manufacturing Co.; G. W. Murray, G. W. Murray Company; W. T. Kennedy, Northern Shirt Company; T. Moore, Brewers' and Bottlers' Supply; L. R. Baker, Burgess Batteries Co.; W. A. Lawson, Bemis Bros. Bag Co., Winnipeg; A. L. Turnbull, Canadian Fairbanks Morse Co., Saskatoon; W. A. Church, Alberta Linseed Oil Mills, Medicine Hat; H. Hutchings, Western Printing and Lithographing Co., Calgary; C. A. Graham, Great West Garment Company, Edmonton; Chas. Watson, Great West Saddlery Company, Regina.

Insurance Committee

H. B. Lyall, Manitoba Bridge and Iron Works; C. C. Wardrope, Paulin Chambers; J. Horn, Western Canada Flour Mills; W. Hood, Blue Ribbon Co.; D. N. Finnie, Finnie and Murray; G. W. Veysey, Hudson Bay Company; J. S. Henderson, Henderson Manufacturing Co.; P. J. Smith, Canadian Westinghouse Co.; T. A. Harp, Northwestern Brass Co.; H. L. Wilson, Winnipeg Ceiling and Roofing Co.; J. S. Menzies, Stewart Sheaf Loader Company; Major Ackland, West Woods, Ltd.; Wm. Martin, Manitoba Gypsum Company, Winnipeg; A. Mihalko, Saskatoon Pure Milk Co., Saskatoon; P. J. Davies, Alberta Foundry and Machine Company, Medicine Hat; A. R. McDiarmid, McDiarmid and Clark, Brandon; H. G. Love, Dominion Fire Brick and Clay Products, Moose Jaw.

In the absence of the chairman of the Transportation Committee, the report of this committee was read by the secretary. This dealt with the steps taken to secure a reduction of the surcharge payable on shipments destined to United States points; with the attitude and action of the Association on the application of the railways for increased freight and passenger rates; and with the proposed freight classification Number 17. With reference to the latter, the report states:

The Mixing Rule

"Your Committee believes that generally speaking these rules are fair with the exception of rule 10, providing for the wide-open mixture of any articles in a car at a carload rate. Your Committee finds that, generally speaking, manufacturers in the Prairie Division are not particularly interested with this rule, but your Committee believe that the mixing rule is of such vital interest to wholesalers and others that the proposed rule will not be workable in Western Canada. I am happy to be able to state that upon the suggestion of the secretary a meeting has recently been held between the representatives of the Toronto, Montreal and Western Boards of Trade in Winnipeg, when it was arranged that the mixing rule in Classification No. 16, which provides for a wide-

open mixture in Eastern Canada and a restricted mixture between points in Western Canada and from Eastern to Western Canadian points be continued. This is the basis upon which the business of the prairie has been built up in the past eighteen years.

"The description and rating of articles in the classification will be proceeded with in due course. Your committee feel that this should not be left to eastern shippers and railway officials, but that there should be a joint meeting of representatives of western and eastern shippers with railway officials and is working with this end in view."

The Membership Committee reported that during the year application had been received from eighteen firms and resignations from twenty-five firms, eight of whom had gone out of business. This was the first time in five years that a decrease had been reported. It was felt, however, that, owing to the splendid work being performed by the Division, the slump would be only temporary and that next year would show a material gain.

Insurance Committee

The Insurance Committee's report referred to the conference held last October with the manager of the Insurance Department at Toronto. At that time the Committee was told that, by reason of restriction placed upon insurance in Manitoba by the Provincial Government, compelling them to insure through licensed brokers, rates in Manitoba were unduly high as compared with rates in Eastern Canada, where insurers had the right of placing their insurance in the world's market. Two bills had been introduced in the Legislature, the passing of either of which would materially facilitate Manitoba insurers obtaining insurance with non-licensed or foreign companies.

Considerable discussion followed the reading of this report. The meeting appeared to be of the opinion that the insurance companies were collecting too great tolls from insurers in Manitoba and that steps should be taken to secure competition from outside insurance companies with members of the Western Canada Underwriters' Association.

Gen. Manager in Maritime Provinces

Tour of Various Industrial Centres Made by Mr. Walsh — Accompanied by Vice-president Fisher and Secretary Thompson of Maritime Division

A VISIT to several centres in the Maritime Provinces was paid during the last week of April and the first week of May by the General Manager, J. E. Walsh. Mr. Walsh left Toronto on April 24th, arriving at Fredericton at noon on April 26th. He was joined there by W. S. Fisher, first vice-president, and H. R. Thompson, secretary Maritime Division.

The Fredericton programme consisted of a meeting of the local members at 4 p.m., when the work of the Association was reviewed, and a banquet at 6.30 p.m. at the Queen's Hotel under the auspices of the York County Commercial Club. There were present delegates from various local commercial organizations including the board of trade, wholesalers and retailers. Messrs. Walsh and Fisher were the chief speakers and outlined the organization and work of the C.M.A.

The party left Fredericton the following morning for St. John and that afternoon was left open for private conferences with members wishing to consult the General Manager. The annual meeting of the Maritime Division was held on Thursday morning, April 28th at 10.00 o'clock in the Board of Trade rooms and was addressed by Mr. Walsh. That afternoon a conference of New Brunswick employers was held to discuss the operation of the New Brunswick Workmen's Compensation Act and the advisability of endeavoring to promote a Safety Association in New Brunswick. In the evening a banquet was held at Bond's Restaurant under the auspices of the Maritime Division of the Association, to which were invited representatives of the City Council, Wholesale and Retail organizations, Board of Trade and Commercial Club. The speakers were L. W. Simms, the newly-elected chairman of the Maritime Division, the Mayor of the city, J. E. Walsh, Hon. Dr. Roberts, Angus McLean, A. D. Ganong and W. S. Fisher. Messrs. Simms, Walsh, McLean, Ganong and Fisher all referred to various features of the objects and work of the C.M.A.

The party arrived in Moncton Friday afternoon, April 29th. That evening a conference was held in the City Council Chambers to discuss transportation matters affecting the Maritime Provinces. Delegates were present representing the Departments of Agriculture, United Farmers, Maritime Stockbreeders' Association, Boards of Trade, Departments of Industries and Immigration, the Local Governments and the Maritime Division, C.M.A.

Visit to Halifax

The party arrived in Halifax Sunday evening, May 1st. The following morning was left open for private conferences of members wishing to consult the General Manager. That afternoon the party inspected the water power development at St. Margaret's Bay, which is about fifteen miles from Halifax. K. H. Smith, Chief Engineer of the Nova Scotia Power Commission, furnished the automobile and conducted the trip. The scheme is well advanced and it is anticipated that power will be delivered to the city of Halifax within the next two months. The following morning was left open for private conferences and also for calls on various Government and other officials. At noon the party were guests at the regular luncheon of the Halifax Rotary Club. Messrs. Walsh and Fisher were the chief speakers and dealt with organization and work of the C.M.A.

The same evening the party left for New Glasgow. On the following morning, Wednesday, May 4th, a meeting of the Pictou County members was held in the Scotia Club, and was well attended, when the work of the Association was reviewed. The party left New Glasgow that afternoon, and Messrs. Walsh and Thompson stopped off at Amherst to attend a meeting of the local members that evening. Mr. Fisher continued to Sackville. The following morning, the General Manager paid a visit to the Division offices and at noon took the train for Montreal.

Results of Visits

The publicity which the Association received through the addresses by Messrs. Walsh and Fisher at the semi-public banquets and gatherings was very beneficial indeed and will help considerably towards removing some of the misunderstandings which exist with reference to the organization and work of the Association.

Toronto Branch Executive in Session

AT a meeting of the Executive Committee of Toronto Branch held on May 5th, John Alexander and Thos. Roden were re-appointed representatives of the Branch on the Council of the Ontario College of Art, for the ensuing year. It was agreed, at the same time, to renew the art scholarship of $50, contributed to the College by Toronto Branch for the past seven years.

From information submitted to the Executive, there seems to be no end to the number and variety of devices used for the purpose of extracting donations from the manufacturers to various schemes. Some of these have been demonstrated to be actual frauds and the members of the Branch are cautioned against subscribing to any scheme which is not a member of the Federation for Community Service, and without direct application in the first instance, to the Secretary of Toronto Branch.

The Toronto Branch Executive have made a remit to the Educational Committee to inquire into the character of current films and stage plays appearing in local picture houses in relation to their influence on the morals of the youth of the city. This committee will, in due course, report to the Social Service Council of Ontario.

I. D. Bradshaw, of Bradshaws, Limited, has been appointed by the Toronto Branch its representative to the Federation of Community Service for the ensuing year.

Annual Meeting of the Ontario Division

Proceedings at Hamilton, where Large Gathering of Ontario Manufacturers Assembled on April 26

ONTARIO manufacturers to the number of about 125, attended the annual meeting of the Ontario Division, held at the Royal Connaught Hotel, Hamilton, on Tuesday, April 26th. The proceedings opened with a luncheon in the ball-room of the hotel at 12.30, the business meeting following at 2 p.m. The chairman of the Division, John R. Shaw, presided, and seated with him at the head table were W. C. Coulter, vice-chairman; G. H. Douglas, chairman, Hamilton Branch; S. R. Parsons, W. H. Shapley and H. Macdonald, Secretary of Division.

Secretary's Report

In his report on the year's work, Mr. Macdonald stated that there had been six ordinary and nine special meetings of the Executive Committee, and three general meetings of the Division. With the formation of the Kitchener and Waterloo Branch, there were now six local branches within the Division, having an aggregate membership of 1,381. The total membership of the Division was 2,200, an increase of 79.

Mr. Macdonald referred to the series of Ontario tours recently held which had proved an excellent way of working up interest in the organization and were already bearing fruit in addition to the membership.

"The period under report," concluded Mr. Macdonald, "is the first full year of the work of the Division and it is believed the members generally will see that the work which has been and is being performed fully justifies the establishment of the Ontario Division as a forward step towards the more extensive organization of the association."

Report of Executive Committee

The Executive Committee's report enumerated the meetings that had been held during the year and gave a list of nineteen circulars that had been issued. It gave a forecast of business conditions in 1921, referred to the work done during the tariff inquiry, emphasized the necessity of buying made-in-Canada goods and told of the efforts that had been put forth to secure an adequate supply of power.

Dealing with the re-organization of the Industrial Accident Prevention Association, the report explained how a special committee had been appointed to inquire into the working of the Association and how this committee, after investigation, had recommended a thorough re-organization. This had been approved and, acting with the directors of the Accident Prevention Association, they had appointed R. B. Morley, Secretary of the Ontario Safety League, to the position of secretary.

"Compensation for accidents is becoming a heavy tax on industry in this Province," continued the report. "A total of 54,851 accidents was reported to the Ontario Workmen's Compensation Board during 1920. This was 10,591 more than in 1919. The fatal accidents reported during 1920 were 452, as against 429 in 1919, being an increase of 23. The daily average was 183 accidents, or one accident every three minutes of the working day.



W. C. Coulter

Booth-Coulter Copper and Brass Company, Ltd. Chairman, Ontario Division, C.M.A., 1921-1922

"The amount awarded for compensation during the year was $7,076,439.59, and the amount for medical aid, $703,705.66, making a total of $7,780,145.25, as against a total of $4,192,859.93 during 1919, and $3,883,994.84 during 1918. The increase is largely by reason of the increased benefits provided for under the amendments to the Act, including the increase in death pensions for accidents happening in previous years. The total number of cheques issued by the Board during the year averaged 494 per day, and the benefits awarded $26,000 a day. About half a million workmen are now under the protection of the Act, and, including the pensioners from former years and the families of workmen and pensioners, it is estimated that over 100,000 people every year are receiving some part of their maintenance from the benefits provided for by the Act. The total yearly wage roll of industries covered by the Act is estimated at $450,000,000.00."

The report next dealt with fire waste, presenting statistics to show how serious had been the losses in Ontario both in property destroyed and lives lost.

Legislation Committee's Report

The Legislation Committee's report covered wide ground. After dealing briefly with the legislation of 1920 and particularly with the changes effected in the Workmen's Compensation Act at the 1920 session of the Legislature, attention was directed to the legislation of 1921.

"Up to date," said his report, "206 bills have been introduced into the Legislature during the present session.

"*Eight-Hour Day Bill*,—A form of eight-hour day was introduced by an independent Labor member, which provides for an eight-hour day and forty-four-hour week, the inclusion of all industries, trades, etc., except agriculture—exceptions being made in the case of foremen, watchmen, nurses, etc., also in the case of machinery breakdowns and emergencies; systematic overtime to be illegal except in emergencies and even then the limit is ten consecutive hours; penalty for infraction by employer or employee to be $1,000 or six months' imprisonment. Your committee directed a representation to be made to the Premier and the Minister of Labor condemning the Bill and also issued a general circular to our members in the province on the subject.

"*Day of Rest Bill*.—A Bill providing that every employer of labor shall allow every person employed in any business establishment, hotel, restaurant or cafe, at least 24 consecutive hours' rest in every seven days; wherever possible, said 24 consecutive hours to be on a Sunday. Upon representations by your committee, the Bill was amended limiting the Bill to hotels, restaurants and cafes. They, however, regard the Bill as objectionable in principle.

"*Mining Tax Amendment*.—The effect of the proposed amendment is, in the case of mines other than nickel or nickel-copper mines, to raise from 3% to 4% the tax on the excess of the annual profits over $10,000 and up to $1,000,000. In the case of a nickel or nickel-copper mine the tax instead of being 5% on all profits over $10,000 and up to $5,000,000 is to be 5% on all profits over $10,000 up to $1,000,000, and on profits over $1,000,000 the tax is to be 7%. It is to be noted that mining is the only industry that is subject to both provincial and Dominion income tax. It should also be pointed out that a Royal Commission in 1916, after the most thorough investigation, recommended that mining taxes should be levied only on profits earned (as distinguished from what is really return of initial capital) and that the rate should be not more than 5%. In the proposed bill both of these principles are ignored. The 5% rate is exceeded and no provision is made for distinguishing

between profits properly so-called and return of initial capital.

"*Hydro Tax.*—The attention of your Executive was drawn to an announcement of a proposed industrial provincial tax of $2 per h.p. on hydro-electric energy, towards a fund for providing cheaper power for the farms in accordance with the report of the Special Committee of the Legislature. The view of the Committee was that the proposed legislation would be burdensome alike to enterprise and private consumers and that it was inadvisable to impose on the urban users of hydro-electric power such a tax or any similar levy as is now proposed. The matter was referred to the special committee on power for consideration and further action.

"*Ontario Municipal Act.*—The Ontario Assessment Act was amended last year so as to make dividends from shares in mercantile or manufacturing businesses liable to income tax—a measure which is likely to have the most far-reaching effect in driving money which would otherwise be invested in industry, into bonds and gilt-edged securities. This enactment was opposed vigorously though unsuccessfully by your Committee. Your Legislation Committee has recently made representations to the Provincial Government requesting an amendment of the Assessment Act to allow deduction of carrying charges on dividends and also for an allowance say up to 15%, as deductions from income of contributions to benevolent and charitable institutions."

Under the heading of prospective legislation reference was made to possible old age pensions legislation, unemployment insurance legislation and proportional representation.

Other matters dealt with were amendments to the Factory, Shop, and Office Building Act, prohibiting paint sprayers and air hammers; bills dealing with employment of women and minors; the status of the Board of Commerce; extensions to the Mothers' Allowance Act; the standing of Dominion companies and Dominion Government taxation.

Education Committee

Reporting on behalf of the Education Committee, H. S. Robertson, D. McLagan Co., Limited, Stratford, presented the following:—

"In view of (*a*) the great shortage of trained and skilled men and women in our industries, and (*b*) the national necessity for developing to the utmost all of our natural resources, so that we may import less and export more, your Committee on Education makes the following suggestions:

"(1) That we express our approval of the Adolescent School Act proclaimed in force last July, which lengthens the period during which the State through the school has control over the training of the adolescent boy or girl, and we promise our cordial co-operation in the gradual working out of its requirements.

"(2) That the members of the Association be urged to plan to take the fullest advantage of the liberal educational and financial provisions of the Ontario Industrial Education Act and the Dominion Technical Education Act, and to make a definite effort to stimulate in their local centres, interest in this increasingly necessary type of education.

"(3) That the Committee of next year be asked to take into special consideration, the matter of the part-time attendance required by the Adolescent Act, more particularly its bearings on factory management and efficiency, so that the maximum of benefit may be obtained from it with the minimum of interference with the established organization of our industrial concerns.

"(4) That the Ontario Government be asked to expedite the establishment of centres for the training of suitable teachers to take charge of the work in the special types of industrial and technical schools which will be necessary according as the different sections of the Adolescent Act come in force."

The report was adopted by the meeting.



A. W. White

The George White and Sons Company, Limited, London, Ont. Vice-Chairman Ontario Division, C.M.A., 1921-1922

Resolution re Fuel

Several resolutions were brought before the meeting and endorsed. The first was with respect to fuel supply and read as follows:

"Whereas Canada's dependence for fuel on foreign countries is increasing to the point of being economically a menace;

"And whereas no proper steps have been taken to develop Canada's vast fuel and power resources;

"Therefore, be it resolved that the Dominion Government be petitioned to take immediate steps in co-operation with the interested provinces to formulate a comprehensive policy for the speedy development of Canada's coal, and other fuel and power resources with a view to removing the very real menace constituted by the country's present position of humiliating dependence on foreign countries."

Exchange Situation

A resolution on the exchange situation was presented in the following words:

"Whereas our purchases from the United States can be divided into three classes, namely: luxuries, which for the most part need not be purchased at all; necessities, which can be purchased probably as cheaply in Canada or in some other market than the U.S.; and necessities which can only be purchased from the United States;

"And whereas if the articles classed as luxuries and the articles classed as necessities, which can be purchased in Canada, are deducted, the trade balance between the two countries will be about equal;

"Therefore, be it resolved that until the rate of exchange between Canada and the United States gets back to normal, all industrial, commercial and public bodies and newspapers be requested to urge the citizens of this country to deny themselves the luxuries at present imported from the United States and to purchase everything they possibly can of Canadian production and manufacture.

"Further, that copies of this resolution be sent to the Dominion and Provincial Governments, and published through the press of Canada."

Resolution Re Hydro Tax

Protest was made against the proposed tax on hydro power as follows:

"Whereas in the special report of the Committee of the Legislature, it is recommended that a tax of $2 per h.p. be levied on hydro power;

"And whereas the proposed rental would be burdensome alike to industrial enterprises and private consumers of energy for power and light purposes (respectively) besides having the effect of placing an unwarrantable and unjustifiable check upon the development and popularity of the comprehensive undertakings now under construction or being administered as producing units for the Hydro-Electric Power Commission of Ontario;

"Therefore, be it resolved that the Ontario Division of the Canadian Manufacturers Association, in annual meeting assembled, protests against this tax or a similar levy."

Motor Trucks

The desirability of buying made-in-Canada trucks was emphasized in the following resolution:—

"Whereas the purchase of all kinds of Canada-made manufactures in preference to imported products, wherever possible, is at present of vital importance;

"And whereas there are companies in Canada manufacturing motor trucks

and automotive equipment which are second to none of any imported trucks, being all made up of standard units such as are being used by all truck manufacturers in the United States; and which trucks have proved their efficiency by their use;

"Therefore, be it resolved that the Ontario Division of the Canadian Manufacturers Association, in annual meeting assembled, urge upon the federal, provincial and municipal governments, public utilities and private corporations and firms the desirability wherever possible of preferring Canada-made trucks and automotive equipment to imported products, keeping in mind that only by using Canadian trucks can this promising Canadian industry prove successful."

Resolution re Tariff

The Division took strong ground on the tariff question in the following resolution:

"Whereas it is of vital importance that all industry should have reasonable assurance of stable conditions which will not be adversely and suddenly disturbed by unexpected and imperfectly considered tariff legislation;

"Therefore, be it resolved that the Ontario Division of the Canadian Manufacturers Association, in annual meeting assembled, unreservedly endorse the policy of adequate protection of home industries, being convinced it is the only policy conducive to the healthy development of the rich natural resources of the Dominion; to the providing of abundance of employment for our workers; that will contribute to the material advancement of trade and commerce, to the stabilization of our currency as well as making for the contentment, happiness and prosperity of the whole Canadian people."

Election of Officers

For the ensuing year, W. C. Coulter, Booth-Coulter Copper & Brass Co., Limited, Toronto, was elected chairman and Arthur W. White, Geo. White & Sons Co., Limited, London, vice-chairman, both by acclamation.

The result of a ballot for members of the Executive Committee resulted in the election of the following: Barrett, H., Penmans, Ltd., Paris; Breyfogle, W. R., De Laval Mfg. Co., Peterboro; Brigden, Geo., Brigden's Ltd., Toronto; Cockshutt, G. C., Slingsby Mfg. Co., Ltd., Brantford; Cowan W., Cowan & Co., Ltd., Galt; Douglas, G. H., Thornton & Douglas Ltd., Hamilton; Fleury H. W., J. Fleury's Sons, Aurora; Gurney, E. H., Gurney Foundry Co., Ltd., Toronto; Hatch, Fred., Hatch Mfg. Co., Ltd., Whitby; Hossack, J. G., Massey-Harris Co., Ltd., Toronto; Inglis, Wm., John Inglis Co., Ltd., Toronto; McCormick, J. D., Canada Foundries & Forgings, Ltd., Welland; McGhie, C. G., Welland Vale Mfg. Co., Ltd., St. Catharines; McGregor, G. M., Ford Motor Co. of Can., Ltd., Ford; Roden, Thos., Roden Bros., Ltd., Toronto; Scully, H. D., Preston Car & Coach Co., Ltd., Preston; Shaw, J. R., Canada Furniture Mfrs., Ltd., Woodstock; Taylor, John, Taylor-Forbes Co., Ltd., Guelph; Waddie, H. J., Canadian Drawn Steel Co., Ltd., Hamilton; Warnock, C. R. H., Galt Knitting Co., Ltd., Galt.

On Executive Council

The following were elected to represent the Division on the Executive Council of the general Association: H. Bertram, John Bertram & Sons Co., Ltd., Dundas; W. R. Breyfogle, De Laval Mfg. Co., Ltd., Peterboro; Geo. D. Forbes, R. Forbes Co., Ltd., Hespeler; W. M. Gartshore, McClary Mfg. Co., London; F. S. Hodgins, Williams, Greene & Rome Co., Ltd., Kitchener; R. W. Leonard, Coniagas Reduction Co., Ltd., St. Catharines, G. M. McGregor, Ford Motor Co. of Can., Ltd., Ford; R. O. McCulloch, Goldie & McCulloch Co., Ltd., Galt; R. S. McLaughlin, McLaughlin Motor Car Co., Ltd., Oshawa; M. R. Meldrum, Herbert Morris Crane & Hoist Co., Ltd., Niagara Falls; W. C. Phillips, Frontenac Moulding & Glass Co., Ltd., Kingston; Gordon S. Rutherford, The Solway Process Co., Kitchener; H. M. Snyder, Snyder Bros. Upholstering Co., Ltd., Waterloo; T. J. Storey, International Metal Works, Ltd., Brockville; J. M. Taylor, Taylor-Forbes Co., Ltd., Guelph; Richard Thomson, Hawthorn Mills, Ltd., Carleton Place; C. H. Watrous, Watrous Engine Works Co., Ltd., Brantford; A. W. White, Geo. White & Sons Co., Ltd., London; J. R. Shaw, Canada Furniture Mfrs., Ltd., Woodstock; J. F. MacKay, John Morrow Screw & Nut Co., Ltd., Ingersoll.

On Exhibition Boards

To represent the Division on the Canadian National Exhibition board, A. R. Kaufman, Kaufman Rubber Co., Ltd., Kitchener; Geo. C. H. Lang, Lang Tanning Co., Ltd., Kitchener, and W. C. Phillips, Frontenac Moulding & Glass Co., Ltd., Kingston, were elected.

Representatives elected on the board of the Central Canada Exhibition, Ottawa, were: H. I. Thomas, J. R. Booth, Ottawa, and T. D. McFarlane, McFarlane-Douglas Co., Ltd., Ottawa.

Representatives to the board of the Western Fair Association, London, were: A. W. White, Geo. White & Son Co., Ltd., London and W. N. Manning, Sherlock-Manning Piano & Organ Co., Ltd., London.

R. L. McIntyre, McGregor & McIntyre Co., Ltd., Toronto, and F. J. Gernandt, International Harvester Co., Hamilton, were named to represent the Division on the special provincial committee on unemployment being formed by Premier Drury.

R. B. Morley, the new secretary of the Industrial Accident Prevention Association, was introduced by R. L. McIntyre, and in a few words expressed his ideas as to the work of the Association and invited the co-operation of those present in making its efforts effective.

A vote of thanks to the retiring chairman and executive was moved by Cyrus A. Birge, Hamilton, and seconded by John M. Taylor, Guelph.

Judgment in Company Cases is Reviewed

ON May 2 the Legislation Committee issued a circular (No. 309) summarizing the net results of the judgment of the Privy Council in the consolidated appeals arising out of legislation enacted in Saskatchewan, Manitoba and Ontario respecting companies. After tracing the course of litigation and outlining the judgment of the Privy Council, the circular gives the following practical results:

"1. Companies proposing to carry on business in more than one province, should be incorporated under a Dominion charter.

"2. Companies now carrying on business in one or more provinces not provincially chartered and licensed, may continue so to operate until it is desired to begin business in any additional province, when it will be expedient to take out a Dominion charter, rather than an additional provincial license.

"3. Dominion companies should apply for a 'License in Mortmain' from the Province of Ontario and British Columbia. The terms on which such licenses will be granted, it is understood, are at present under consideration by the authorities of the provinces.

"The present decision of the Privy Council is far-reaching and interesting in that it upholds the corporate status of Dominion commercial companies (for which our Association uniformly contended), and in that it also clarifies a most disconcerting situation created by varying Acts and numerous conflicting decisions; without, however, encroaching upon the rights of the provinces to create companies with provincial objects.

Adjustments Required

"Thus there remain to be adjusted: (1) the terms on which 'Licenses in Mortmain' may be granted where required; and (2) some uniform principle for levying provincial taxes on corporations. Towards that end, it is proposed that representatives of the Dominion and Provincial Governments be asked to convene in conference, when the question of the refunding of the license fees collected from Dominion companies under provincial Acts which have been found to be *ultra vires*, will also be considered."

Quebec Division and Montreal Branch

Annual Meetings held Conjointly in Montreal on May 12—Proceedings Terminate in Banquet at Which Premier Taschereau was Chief Speaker

QUEBEC DIVISION annual meeting took place on the afternoon of Thursday, May 12th. It was followed in the evening by a banquet arranged jointly by Quebec Division and Montreal Branch.

C. Howard Smith, retiring chairman, presided and delivered the usual annual address. Dealing with Canada's experiences under the trying conditions of the post-war period of reconstruction, Mr. Smith said: "During my trip to Europe a few months ago I had an opportunity of seeing those conditions at first hand, and in the matter of reconstruction I was indeed proud of the strides that had been made by Canada along these lines. I do not mean to say that we have shown ourselves to be world-beaters, but we, by the same token, are not to be classed among the 'also rans.'

"Almost every industrial problem that has been forced upon the attention of other countries of the world has been ours, too, to contend with. Our readjustment period brought unemployment. We were not alone in this, but I think Canada handled it as well as any country in the world, and I am sure the scars which it left upon our industrial countenance are not quite so deep as those imprinted upon the faces of other countries of the world by reason of the same scourge.

Over Worst Difficulties

In the opinion of Mr. Smith, Canada had passed the worst of the difficulties lying in the path of business. It had been hard to readjust conditions but they had been faced and Canadians had done as well in meeting them as any other peoples.

"While Canada showed up remarkably well in this regard," declared Mr. Smith, "Quebec, I feel confident, was her banner province throughout it all. Here sanity ruled. The very fact that we were bilingual helped us, broadened us, and to-day there is, I feel, no other province nor indeed a state in the Union where industrial and commercial conditions are founded on a more solid basis than in the Province of Quebec."

Touching upon the political situation, though not in a political way, Mr. Smith referred to the tariff inquiry and the fair and square manner in which the Association had placed its position before the Commission. He believed that Quebec had made as good a representation in the cause of moderate protection for the building up of home industry as any other province in the Dominion.

The report of the secretary, R. W. Gould, covered the work of both Quebec Division and Montreal Branch. After referring to the fact that the year had been an unusually trying one, Mr. Gould thanked the members of the executive and other committees for the co-operation they had given him in the year's work. He then proceeded to refer to various matters that had come up for consideration during the year. The first was sales tax and luxury tax legislation. The Association proved itself instrumental in securing the removal of objectionable features.

With regard to unemployment, it was through the efforts of the Montreal



J. H. Fortier

Vice-president and General Manager, P. T. Legare, Limited, Quebec. Chairman Quebec Division, C.M.A., 1921-1922

Branch, and particularly of its chairman, that a citizens' unemployment committee was formed and machinery set up to relieve the situation. In fact the Montreal Branch did all the clerical and secretarial work of this important body without remuneration for nearly a fortnight until it was taken over by the civic authorities. This was probably the most important work done during the year. While the situation was most acute, records showed an average of 35 persons applying at the C.M.A. office daily for work. Not a small percentage of these were placed in positions.

Fifteen meetings of Montreal Branch Executive were held during the year with average attendance of 18. Not only this, but an emergency committee was formed two months ago composed of past chairmen, chairman and vice-chairman, which met frequently and transacted a considerable amount of business.

The services rendered by the office in giving assistance to representatives of business houses from all parts of the world and in co-operating with the Department of Trade and Commerce were touched upon; also, in supplying articles and information to trade publications in various parts of the world about industrial development in Quebec.

Legislation Matters

With reference to legislation, three measures required attention—the Commercial Corporation Tax Act, the Workmen's Compensation Act, and the Alcoholic Liquor Act. In all three, the executive were able to point out to the Government the position which industry took on these bills and in each case the Association's views were accepted.

During the visit to Quebec of the Tariff Commission, more than 100 briefs were presented, and representations made to the Commission while in Quebec were more uniformly in favor of a moderate degree of protection than in any other province in Canada. Effective work for the members was also done in connection with the Pure Food and Drugs Act, the move to tax unlicensed insurance companies, the equalization of freight rates and the application of the Bell Telephone Company for an increased tariff.

Branches at Quebec and Sherbrooke were reported to be in flourishing condition; a new branch had been formed at Three Rivers and appeals had been received from St. John's for establishment of a branch there. A travelling secretary, L. D. Loranger, had been appointed and the office staff trebled. A new feature was the issuance of all circulars in the French language. The monthly bulletin, instituted eight months ago, was also much appreciated. Reference was also made to the formation of six new trade sections within the Division, while a seventh was in process of formation.

The Secretary's report concluded with thanks to the officers of the Division for co-operation and to Mr. Walsh and the head office staff for assistance.

Travelling Secretary's Report

L. D. Loranger, travelling secretary, submitted his first report. This told of his efforts to secure new members, with special reference to the work in Quebec City and Three Rivers. Regular monthly meetings were held in several places and questions of local as well as of national interest taken up. Recommendations and resolutions were passed and forwarded to head office for approval.

Legislation Committee

The Legislation Committee, which was composed of Julian C. Smith, chairman; Wm. Rutherford, F. G. Daniels and F. W. Stewart, reported that the most important work of the year was in connec-

tion with the new Workmen's Compensation Act for Quebec. For this work a special committee was named, composed of Julian C. Smith, T. P. Howard, R. H. McMaster and A. S. Atwood. This committee met on several occasions with a consolidated committee representing labor and discussed the problem. Interviews were also held with members of the Government including the premier. Public opinion tends towards the amendment of the present law to bring it up-to-date rather than the enactment of new legislation based on the Ontario Act. It is hoped that a report combining the views of employer and employee will be presented to the Government when the Provincial House sits next fall.

Alcoholic Liquor Act

The new Alcoholic Liquor Act was of interest to manufacturers in so far as the handling and use of industrial alcohol was concerned. The Act was amended in certain respects to make conditions more satisfactory.

Representations are being made to the Health Department at Ottawa to bring about amendments which will correct certain anomalous conditions in the Pure Food and Drugs Act.

The committee took considerable interest in the final working out of the report of the Charter Commission in Montreal and stood behind that report at the referendum of May 16th.

A determined effort was made to assist the Provincial Government in its application of the Quebec Corporations' Tax Act. As a result the Act is functioning more smoothly than it has in previous years.

Provisions of the proposed bill governing the registration of companies in the province were opposed by the Committee and the legislation was dropped.

Another matter in which the committee was interested was the proposal of the Government to tax unlicensed insurance companies. Although the matter had not yet been decided, it appeared that representations made to the Government by the committee were being given consideration and that there will finally come a type of legislation that will be satisfactory to all parties.

Reception and Membership

B. W. Coghlin, chairman Reception and Membership Committee, referred to the effect of the slump in business on the membership of the Division. Notwithstanding that 50 resignations occurred, there were 95 applications for membership, giving a net gain of 45 members. In the majority of cases where resignations took place, it was because of the fact that firms went out of business, amalgamated or were forced by demands for retrenchment to drop their membership. In not a single instance was a resignation due to dissatisfaction with services of the Association.

Very few dinners or luncheons were held during the year, the temper of the times not being atune to gatherings of this kind. However, a luncheon was held in connection with the visit of the representatives of the National Association of Manufacturers of the United States. A luncheon was also held in November, when Roger W. Babson addressed the members and a luncheon was held at Quebec in March when the Dominion Executive Council held its monthly meeting at that point.

Election of Officers

The election of officers of the Division resulted in the following selection:—

Chairman—H. J. Fortier, P. T. Legare, Limited, Quebec.

Vice-chairman—F. W. Stewart, Cluett, Peabody & Co. of Canada, Limited, Montreal.



F. W. Stewart

Cluett, Peabody and Co. of Canada, Limited, Montreal, Vice-chairman, 1921 - 22, Quebec Division

Committee—Paul Sise, Northern Electric Co.; J. A. Richard, Fashion-Craft Co.; W. B. Ramsay, A. Ramsay & Son., Ltd.; W. J. Sadler, Sadler & Haworth; E. C. Budge, Budge Carbon Paper Mfg.; R. Grothe, L. O. Grothe Co.; R. E. McMaster, Steel Co. of Canada; A. S. A. Falle, Waltham Watch Co.; Leslie Drake, Can. Axe & Harvest Tool; A. Tetreault, Tetreault Shoe Mfg.; M. Hirsch, J. Hirsch & Sons; A. H. Brittain, Maritime Fish Corp., Montreal; E. G. Tanguay, Geo. Tanguay, Ltd.; H. C. Price, Price Bros.; Allan Boswell, Nat. Breweries; O. A. Gignac, J. H. Gignac, Limited, Quebec; A. Sangster, Canadian Ingersoll Co.; Geo. D. McKinnon, McKinnon Street Co., Sherbrooke; C. A. Reynolds, Belding Corticelli Silk, St. John's, P.Q.; C. H. Laframboise, Casavant Freres, St. Hyacinthe; J. A. Farand, Plessisville Foundry, Plessisville; J. Rolland, Rolland Paper Co., St. Jerome; W. H. Miner, Miner Rubber Co., Granby; R. Ryan, The Robt. Ryan Co., Three Rivers; H. Biermans, Belgo Can. Pulp & Paper, Shawinigan Falls; J. B. Alain, Victoriaville Furniture Co., Victoriaville; *Ex-officios*: W. B. Coghlin, chairman, Montreal Branch, T. P. Howard,, chairman, Montreal Branch; R. A. Galarneau, chairman Quebec Branch; Chet. H. Cleveland, chairman Sherbrooke Branch; Vivian Burrill, chairman Three Rivers Branch.

Executive Council—F. G. Daniels, P. E. Joubert, Jos. Beaubien, R. E. Jamieson, Jos. Daoust, R. H. McMaster, S. F. Rutherford, W. J. Sadler, A. O. Dawson, F. W. Stewart, A. Neighorn, F. W. Whittall, Art. Harris, Brig.-Gen. Labelle, F. H. Hopkins, W. A. Desbarats. *Ex-offiicio*, T. P. Howard, F. W. Stewart, C. Howard Smith.

The new chairman, F. H. Fortier, on being installed in the chair, said that he realized the seriousness of the duties that had devolved upon him as head of the Quebec Division. He promised to give the best services he could and asked for the whole-hearted support of the membership. He requested particularly a large attendance at the approaching annual meeting in Quebec.

MONTREAL BRANCH

At the annual meeting of Montreal Branch, the chief feature was the address on the year's work delivered by the retiring chairman, F. W. Stewart. Mr. Stewart referred to the changes that had taken place during the year.

"One year ago, when I took office," he said, "conditions were on the verge of changing from an upward trend of values to a drastic lowering of prices. It is not necessary for me to outline the many causes for the changed conditions. We are all more or less familiar with them and we may feel gratified when we consider how strong and sound Canadian industrial and financial institutions have proven to be, when we realize the trying period we have passed through during the past year, and we know that the financial position of our industries is still sound notwithstanding the enormous shrinkage in values which has taken place.

"May I venture to express an opinion as to the immediate future, as it affects our members and our industries?

"During the next few months there will likely be further downward adjustments of prices and values in many lines of merchandise, but in others it is possible that there will be a reaction, on account of quotations for some products being lower at this time, owing to the liquidating of stocks on hand, than the same quality of goods can be produced for under present-day manufacturing conditions.

"While in some industries there have been small reduction in wages, generally speaking, there has been very little change up to the present time, from the highest paid, and general distribution, it is not possible on to-day's cost of production, to bring values and prices to levels approaching those of pre-war days.

"It is the desire of manufacturers generally to pay satisfactory wages to their employees, for they wish them to be happy and contented in their homes and business activities, but high wages mean high cost of production, and high cost of production means high prices to the retail merchant and the consumer.

"The coming year will be one which will require the most careful thought and consideration in the conduct of our affairs, and in adopting a policy of caution, with the necessary degree of optimism, Canadian men of industry will prove that they are strong in times of stress, and of the necessary capacity to prove themselves capable of weathering the most extreme industrial and financial conditions.

"It will no doubt be many months before conditions settle down to their proper level and business generally is flowing along its regular channels, but the Canadian people are sane and broad, and when the peak has been passed, industry will again become active, and all will be well."

Tariff Commissioner's Visit

Mr. Stewart then referred to the visit of the Tariff Commission to Montreal and stated that 25 sections, representing all classes of industry, had presented briefs. He expressed satisfaction with the changes announced by the Minister of Finance in the budget speech, and said that they would be accepted by the commercial interests of the country as being desirable and sound, creating the least possible disturbance in all phases of business.

He also touched on the unemployment situation, stating that it had been relieved to a large extent by the efforts of manufacturers to keep their plants operating. Referring to the railway problem, he recommended that the Government give close consideration to the proposals of Lord Shaughnessy. It would be the course of wisdom to obtain the counsel and advice of the best authorities on railway operation.

Referring to the coming convention in Quebec, which was to be a Made-in-Canada convention, Mr. Stewart would like to have had it called a Produced-in-Canada convention. Millions of dollars' worth of foodstuffs were being imported which should not, in the interests of growers of grain, fruit and vegetables, be purchased by Canadians. The buying of imported goods went to help to maintain the high rate of exchange and cost of living. It was the duty of every manufacturer to help adjust this condition by seeing that his products were up to the highest standard as compared with foreign merchandise.

Mr. Stewart urged members to support the resolution of the executive and vote for the city charter as drawn up by the charter commission.

Municipal Affairs Committee.

The report of the Municipal Affairs Committee was presented by Mr. Harris. It covered a year of much activity. The most important work was in connection with the application of the Bell Telephone Co. for an increased tariff. A strong fight was put up against this increase by the Montreal Branch and the effort resulted in a complete victory. The measured service system was disallowed and Montreal rates were placed on an equality with those of Toronto.

The report referred briefly to unemployment and to the deadlock produced by the order of the Administrative Commission restricting the Tramways Company from transporting freight on its lines. This matter was now in course of satisfactory adjustment.

The Branch assisted the Chambre de Commerce during the year in the preparation of its Year Book and co-operated in the movement towards the construction of a bridge to the South Shore. The proposed housing scheme and the charter amendment were also referred to.



B. W. Coghlin

B. J. Coghlin Co., Limited, Montreal. Chairman, 1921-22, Montreal Branch

Election of Officers

The election of officers for 1921-22 resulted as follows:—

Chairman—B. W. Coghlin.

Vice-chairman—F. G. Daniels.

Executive Committee—J. C. Smith, Canadian Carbide Co.; P. E. Joubert, Lamontagne Limited; Eug. Tarte, La Patrie Publishing Co.; W. S. Fallis, Sherwin-Williams Co.; H. P. Diplock, Steel Co. of Canada, Limited; John Irwin, McArthur, Irwin, Limited; A. Neighorn, Nichols Chemical Co.; H. Montague Davy, Canadian Car & Foundry Co.; N. M. Yuile, Dominion Glass Co.; P. F. Sise, Northern Electric Co.; W. H. Miner, Miner Rubber Co.; John Lowe, Montreal Cottons, Limited (Valleyfield); Lawford Grant, Eugene Phillips Electrical Works; W. R. Granger, Glassford Brothers, Limited; D. A. Huff, Riordon Pulp & Paper Co.; Michael Hirsch, J. Hirsch & Son; Ex-officio, T. P. Howard, F. W. Stewart.

THE BANQUET

At a banquet in the evening held jointly by the Quebec Division and Montreal Branch, Hon. L. A. Taschereau, Premier of Quebec, was the guest of honor. In an address which showed deep insight into the industrial needs of the province, the Hon. Mr. Taschereau stated what is being done by the Provincial Government to promote farming and manufacturing interests which, he said with emphasis, are inter-dependent, farmers needing manufacturers to provide centres for consumption of agricultural products which only farmers can supply. He strongly disapproved of the idea of a farmers' party, or any other party representing but one class of the community, and said that government should be by all in the community, working in harmony.

"There are four elements in the success of this province, Government, farmer, manufacturer and workingman, to which may be added fifth, consisting of peace, harmony, goodwill and mutual tolerance, which can be summed up in the words "good Canadianism."

Must Exercise Economy

"The Government must be honest, progressive and in sympathy with the people," declared Mr. Taschereau. "Party lines are not what they were a few years ago. The Government will find support only if it is honest, and I believe that to be for the good of the country. A bright future awaits us but we must take advantage of our opportunities. We must exercise economy, which is what has maintained this province in its enviable condition of prosperity.

"If the Government considers popular desires are not for the best interests of the country, it must have the backbone and nerve to uphold its own views.

"It must not over-tax the people," was another statement that was hailed with enthusiasm. "I believe it is a mistake to overtax people, producer or consumer more than they can afford to pay."

Speaking of the American Fordney Bill, Mr. Taschereau said it will practically close the American market to our farmers, and it will therefore be necessary for farmers and manufacturers to work in close co-operation for years to come. "We are told this is a farmers' province, but I say it must be at the same time a manufacturers' province. You manufacturers must maintain centres to be supplied by the farmers, who will suffer the more if they do not have those centres."

Referring to restrictions on export of pulp-wood for making pulp and paper in the United States, Premier Taschereau declared that as long as he was at the head of the Government, the orders-in-council prohibiting the export of the wealth of the country would remain in force.

Mr. Taschereau told of the St. Maurice dam, the largest in the world, a third

of a mile long, ninety feet high, enclosing an area so immense that it took nature three years to fill it with water, and which can supply more hydro-electric power than can be used up for many years, and may make this province independent of American coal. He hoped the surplus power from it would be used for the electrification of Canadian railways between Quebec and Montreal.

The recognized peaceful attitude of labor in this province, its desire to give a real day's work for the pay it received, was due the speaker claimed largely to the system of education in force, which included discipline, love of order and respect for law. Much of that was accounted for by the religious aspect of the education.

Sound municipal government was an essential to the good credit of both the province and all its industries, and this had been helped by the ancient laws of the province, dating back, like Scotch laws, to the Romans. Quebec laws declared a man must pay his debt, honor his contract; in this province no moratorium had been declared, nor had anyone been allowed to repudiate contracts, and the credit of the province had been enhanced accordingly.

New Chairman Speaks

J. H. Fortier, new chairman of Quebec Division, delivered an able address in which he eulogized the C.M.A. and the manufacturers of Canada. Speaking of the Association, he said:

"It is a public utility and one whose services to the people cannot be denied. The manufacturer contributes in no small way to the prosperity, the happiness and the progress of this country. It is he who gives work and independence to labor, his best market to the Canadian farmer, its real value to the raw material produced by Canada. For all governments, federal, provincial or municipal, he is the first taxpayer and the second best client of the national transports; needless to say that the manufacturer is also the bankers' support and the friend of the money lenders."

Mr. Fortier then referred to the happy position of the manufacturers in Quebec, where conditions were all so favorable and had something to say about the depreciation of the Canadian dollar in the United States. He contended that the key to the commercial independence of Canada lay in the practice of buying Made-in-Canada goods. In this connection he put up a strong plea for home trade.

Speeches were also delivered by J. S. McKinnon, Toronto, president of the C.M.A. and by other members.

Urges Buying of Canadian Goods

SPEAKING to members of Western University Short Course in Journalism on May 4th, J. F. MacKay, general manager John Morrow Screw and Nut Company, Limited, and a member of the C.M.A. Publishing Committee, pointed out the advantages of buying goods made in Canada. "There is at present," he said, "almost a mania for the purchase of imported goods, and this is retarding the progress, industrially and socially, of the Dominion of Canada. The figures of our trade returns are appalling and are growing worse year after year."

Continuing, the speaker pointed out that the farmer, as well as the manufacturer, would benefit from Canadian support of Canadian products, as butter, apples, peaches, strawberries, etc., enter largely into the importation figures. Mr. MacKay also referred to the work of the Conservation Commission, of which he is a member, emphasizing the need of conserving the resources of Canada, particularly the forests.

Toronto Branch Endorses "Made-in-Canada"

AT a meeting of the Executive Committee of Toronto Branch held on May 5th, the following resolution, moved by T. F. Monypenny, and seconded by W. H. Shapley, was carried:—

"That a Special Committee be organized with J. Allan Ross and T. A. Hollinrake, as conveners, to consider what steps should be taken to render assistance to the "Made-in-Canada" campaign and to take such action in that connection as was found practicable."

The view was generally expressed that a special department should be organized to conduct this campaign on a national basis, and that a secretary should be appointed, whose time would be specially devoted to this work.

J. Allan Ross suggested that the provincial ministers of education should be approached with a view to their having every publisher of Canadian school books insert a page in such books—"BUY MADE-IN-CANADA GOODS"—towards creating a Canadian sentiment in the minds of the scholars.

Chairman Publishing Committee at Atlantic City

J. F. M. STEWART, Chairman Publishing Committee, C.M.A., was one of the principal speakers at the ninth annual meeting of the Chamber of Commerce of the United States, held last month in Atlantic City. Mr. Stewart delivered an address on business conditions in Canada with particular reference to the taxation problem. He referred to the similarity of the problems of revenue, of merchant marine, of railroad transportation, of export trade, of international labor, of unemployment, etc., in both countries but added that so far as the question of the national debt of Canada is concerned it is merely a question of how it can best be handled.

In regard to trade relations Mr. Stewart asked: "How long can Canada continue to purchase annually from you over $300,000,000 more than she sells to you?" In this connection he referred to recent tariff legislation at Washington and expressed the opinion that "your tariff legislation has made it exceedingly difficult to continue doing business with you to anything like the volume of the recent past.

Referring to the railway problem in Canada he pointed out that the country was bearing a heavy burden because it was over-railroaded but that this made available millions of acres of good land attractive to immigrants from other countries.

Mr. Stewart stated that the business community in Canada recognized the necessity of raising revenue for national needs. All that was asked was that new taxes be imposed where they will interfere in the least possible way with the national effort to reduce the cost of living and will throw no further unnecessary obstacles in the way of a return to normal business. The business profits war tax was generally condemned, he explained, as to it was largely attributed the excessive cost of commodities; economically and fundamentally unsound, it had no friends left.

The rest of the address was taken up with an explanation of the working of the sales tax in Canada.

Organization of Toronto Export Club

THE organization meeting of the Canadian Export Club of Toronto was held on May 11th, and the following were elected to the executive: President, B. B. Halladay, Canadian Cycle & Motor Company, Limited, Weston; first vice-president, L. L. McMurray, Gutta Percha & Rubber, Limited, Toronto; second vice-president, W. B. Wedd, Massey-Harris Company, Limited, Toronto; secretary-treasurer, T. M. Kerruish, Commercial Intelligence Department, C.M.A.

Members of the Executive Committee are: F. P. Megan, William Davies Company, Limited; H. A. Telfer, Telfer Brothers, Limited; W. C. McLaughlin, Dunlop Tire and Rubber Goods Company, Limited; W. A. Moore, Beardmore & Company; F. E. Sheridan, Canadian Canners, Limited, all of Toronto; John M. Taylor, Taylor-Forbes Company, Limited, Guelph; H. J. Waddie, Canadian Drawn Steel Company, Limited, Hamilton; G. W. McFarland, Williams Shoe, Limited, Brampton; J. S. Thompson, General Motors Corporation, Limited, Oshawa; L. M. Waterous, Waterous Engine Works Company, Limited, Brantford.

It is expected that similar clubs for furthering the development of Canadian export trade will before long be formed in other localities.

Maritime Division Completes its Year

Annual Meeting Held in St. John on April 28th — Officers Elected and Reports Received—A Year of Progress Recorded

THE annual general meeting of the Maritime Division was held in St. John on Thursday morning, April 28th, in the Board of Trade rooms. The meeting was well attended and from the interest taken in the discussions it would appear that members realized the necessity for the manufacturers getting together to consider matters mutually affecting them. The Division Chairman, R. H. Mackay, New Glasgow, presided.

The minutes of the previous meeting were read and approved. The verbal reports of the chairman and secretary were received and discussed. These reports plainly illustrated the important part which the Maritime Division of the C.M.A. was taking in all movements affecting the welfare, prosperity and development of the Maritime Provinces.

Election of Officers

A nominating committee was appointed by the chairman, and on motion of Angus McLean, seconded by G. W. Fleming, the nominations which were submitted were unanimously approved, and the following elected:

Chairman—L. W. Simms, T. S. Simms & Co., Limited, St. John.

Vice-chairmen—C. S. Sutherland, Amherst Boot and Shoe Co., Amherst, N.S.; J. A. Marven, J. A. Marven, Limited, Moncton, N.B.; J. E. McLurg, Halifax Shipyards, Limited, Halifax, N.S.

Executive—G. C. McAvity, T. McAvity & Sons, S. E. Elkin, Maritime Nail Co., Ltd., Geo. W. Fleming, James Fleming, St. John, N.B.; A. D. Ganong, Ganong Brothers, Ltd., St. Stephen, N.B.; J. L. McDonald, Atlantic Underwear, Ltd., Moncton, N.B.; J. A. Reid, Hartt Boot and Shoe Co., Fredericton, N.B.; Geo. A. Schryer, Bathurst Lumber Co., Bathurst, N.B.; C. D. Dennis, Rhodes Curry Co., Ltd., Amherst, N.S.; H. S. Crowell, New Burrell Johnson Iron Co., Yarmouth, N.S.; A. R. McPherson, Windsor Foundry and Machine Works, Windsor, N.S.; J. T. Cumming, J. W. Cumming & Son, New Glasgow, N.S.; W. T. Ritcey, Acadia Gas Engine Co., Bridgewater, N.S.; E. E. Shaw, Shaw & Mason, Sydney, N.S.; Chas. V. Monaghan, Moirs, Limited, Halifax, N.S.; W. D. Piercey, Piercey Supply Co., Halifax, N.S.; Bruce Stewart, Bruce Stewart & Co., Ltd., Charlottetown, P.E.I.

Ex officio—R. H. Mackay, Mackay & Fraser, New Glasgow, N.S.; Angus McLean, Bathurst Lumber Co., Bathurst, N.B.; F. Magee, Fred Magee, Ltd., Port Elgin, N.B.; Alex. Wilson, Wilson Box Co., St. John, N.B.

New Brunswick Legislation Committee—J. A. Reid, Hartt Boot and Shoe Co., Ltd., Fredericton, N.B.; J. L. McDonald, Atlantic Underwear, Ltd., Moncton, N.B.; T. H. Estabrooks, T. H. Estabrooks Co., Ltd., St. John, N.B.

Nova Scotia Legislation Committee—R. H. Mackay, Mackay & Fraser, New Glasgow, N.S.; J. E. McLurg, Halifax Shipyards, Ltd., Halifax, N.S.; A. H. Whitman, Robin, Jones & Whitman, Halifax, N.S.

Committee to Promote an Accident Prevention Association in New Brunswick—Geo. A. Schryer, Bathurst Lumber Co., Bathurst, N.B.; G. C. McAvity, T. McAvity & Sons, St. John, N.B.; Mr. Mathewson, Frasers, Limited, Plaster Rock, N.B.

Transportation Committee—Angus McLean, Bathurst Lumber Co., Bathurst, N.B.; H. R. Silver, H. R. Silver, Ltd., Halifax, N.S.; F. H. Gibbs, Atlantic Sugar Refineries, Ltd., Montreal, Que.; Fraser Gregory, Murray & Gregory, St. John, N.B.; J. K. Smith, Acadia Sugar Refineries, Ltd., Montreal, Que.; J. D. Palmer, Hartt Boot and Shoe Co., Ltd., Fredericton, N.B.; F. X. Belanger, Frasers, Limited, Plaster Rock, N.B.; Representative of Nova Scotia Steel and Coal Co., New Glasgow, N.S.; Representative of Dominion Steel Corporation, Sydney, N.S.



L. W. Simms

T. S. Simms and Company, Limited, St. John, N.B. Chairman Maritime Division, C.M.A., 1921-1922

The following will represent the Division on the Executive Council of the General Association—Fred. Magee, as chairman, Maritime Canned Fish Section; Alex. Wilson, as chairman, Maritime Box Shook Section; L. W. Simms, as chairman, Maritime Division; J. D. Palmer, Hartt Boot and Shoe Co., Fredericton, N.B.; C. S. Sutherland, Amherst Boot and Shoe Co., Amherst, N.S.; A. D. Ganong, Ganong Brothers, Ltd., St. Stephen, N.B.; Angus McLean, Bathurst Lumber Co., Bathurst, N.B.; Frank L. Peters, C. H. Peters Sons, Ltd., St. John, N.B.; J. T. Cumming, J. W. Cumming & Son, Ltd., New Glasgow, N.S.

W. S. Fisher, the present vice-president of the Association, was unanimously nominated for election to the presidency, at the Annual General Convention. In a few happy and well chosen words, Mr. Fisher thanked the meeting for the confidence reposed in him, as evidenced by the unanimous nomination for such an important and responsible post as the presiding officer of the Canadian Manufacturers Association.

Address by General Manager

The meeting had the pleasure of an address from the general manager, J. E. Walsh, who reviewed the work of the Association and referred to many matters of vital interest to the manufacturers with which the Association had been dealing. He pointed out the need for increased revenue and solicited the assistance of the individual members towards securing applications for membership from manufacturers who are eligible. He impressed those in attendance with the necessity for greater co-operation than ever before towards the solution of the many serious problems which are now facing the manufacturing industry.

The balance of the meeting was taken up with general discussions.

Complimentary Dinner

In the evening a complimentary dinner was tendered Mr. Walsh by the Maritime members. L. W. Simms, the new chairman, presided, and extended a welcome to the representatives of the provincial and municipal governments and other organizations who were present.

Mayor Schofield welcomed those who had come to St. John from outside points. He referred particularly to the presence of Mr. Walsh. Too many people in Western Canada were carried away with the belief that Canada ended on the east with Montreal. He wanted them to understand better the part played by the Maritime Provinces with their winter ports.

Mr. Walsh, who followed, dealt concisely with the history, organization and work of the Canadian Manufacturers Association. He told of its formation fifty years ago and stated that to-day it had 4,200 members, employing 700,000 people and furnishing a living to 2,000,000 people. The services rendered by the Association were explained, particularly those of the transportation, legislation, tariff, industrial relations and trade sections departments. The functions of the Executive Council were also described.

Hon. Dr. Roberts, representing the Provincial Government, was next introduced. He made a plea for development of St. John port. He thought it was

time for the West to take hold and give a helping hand to the East. St. John was the gateway to Canada and should be made presentable, he said. If Canada is to grow, the eastern ports, he declared, should be looked after, and there should be no rates established that would kill business here. He pleaded for action that would bring about uniformity in ocean freight rates, so that Portland, Me., would not go ahead at the expense of St. John. Western Canada, he said, had preferential rates and could thus control markets to the exclusion of the east.

Good Work of C.M.A.

Angus McLean, Bathurst, spoke of the great good the C.M.A. was doing in the country. He said that all were now beginning to realize the value of co-operation. Experience had shown that, if we are to accomplish anything, we must pull together. He had often called upon the C.M.A. for advice and information and always got it, and of the most valuable kind. He paid a tribute to W. S. Fisher for his activity in making the Maritime Division the success it is. He urged all classes of manufacturers to get into the fold and benefit thereby. He said there was an urgent need of extending the trade of the Maritimes. He thought more attention should be given to export business. The railway situation is so difficult, and these provinces so far away, they cannot be expected to compete with western trade. He thought if each industry of the provinces in the east would take up foreign trade business, all would be better off.

The C.M.A., he declared, was ready to show the Maritimes how best to proceed to capture export business, and now was the time to go after it. He said he had given up the notion of trying for Canadian trade on account of the prohibitive freight tariffs. There was a need of a strong effort being put forth to secure a reduction in rates. Under present conditions it was impossible for the East to compete with the West, he said, and relief can only come by striving for a successful hold on export business.

No Poor Goods Made

A. D. Ganong, St. Stephen, added a word of praise to the advantages derived from membership in the C.M.A. Speaking of conditions in general, he said the manufacturers were facing serious difficulties. It was not a question of paying dividends but of saving capital invested. His company were fortunate in not having had any labor troubles, and he paid a tribute to the good sense of his employees.

No poor goods were made in these provinces, he declared, and that was why industries prospered as they had. Superior goods were produced because of the superior intelligence of the workmen.

He advocated greater attention to the building up of the Maritime Provinces so as to afford a larger home market, which is the best market of all. He urged that employers do more for their help and greater benefits would accrue to all.

W. S. Fisher referred briefly to the compliment that had been paid him on the announcement that he was to be next president of the C.M.A. He said he was pleased with the Association and that his connection with it had been a source of inspiration.

Speaking of the transportation question, he thought the time had come for a concerted action to restore rates to the pre-war levels, in order that Maritime industries might have chance to survive.

He cited figures to show that Canada purchased $800,000,000 worth of goods from the United States last year, and



C. S. Sutherland

Amherst Boot and Shoe Company, Limited, Amherst, N.S. Vice-chairman, Maritime Division, C.M.A., 1921-1922.

that the balance of trade in favor of the States was $400,000,000. He thought this should not be. There were great possibilities in store for the Maritime Provinces; it was only a question of getting busy.

After a few remarks from A. M. Belding the meeting closed with singing of the National Anthem.

Safety Associations for New Brunswick

A MEETING of employers assessed under the New Brunswick Workmen's Compensation Act, was held in the Board of Trade Rooms at St. John, on Thursday afternoon, April 29th, to discuss the advisability of forming an Association, as provided under section 77 of the Act.

H. R. Thompson, Secretary of Maritime Division, C.M.A., read a brief which was submitted to the local Government in support of an amendment which a previous meeting of employers thought should be made to the Act, with the intention of definitely authorizing that the powers of such an Association should include the right of representing the employers within the scope or operation of the Workmen's Compensation Act in connection with the administration of said Act.

Mr. Thompson informed the meeting that the Government considered it inadvisable to make any changes to the Act during the recent session. The representatives of organized labor were also requesting certain changes and in not granting these, it would be necessary to do likewise with those proposed by the employers. The Government officials, however, suggested that we endeavor to work out some favorable scheme of co-operation with the Compensation Board and with this end in view, this meeting was called and the Board was invited to send representatives at 4 o'clock to confer with those present. Until they arrived, the time was taken up in discussing just what attitude should be assumed in meeting the Board.

Resolution Adopted

On motion of J. Fraser Gregory, of St. John, seconded by Charles Johnson, of St. George, the following resolution was unanimously adopted as a basis for the discussion with the Board:

"Resolved that we form a New Brunswick Safety Association with the object of representing the employers within the scope or operation of the Workmen's Compensation Act in connection with the administration of said Act."

When F. C. Robinson, Vice-Chairman, and J. I. Sugrue, Commissioner of the Board, arrived, the chairman of the meeting, L. W. Simms of St. John, explained the wishes of the employers as expressed in the resolution and requested the representatives of the Board to give favorable consideration to them. Both representatives stated that they at all times wished to work in harmony with the employers. There, however, seems to be some doubt as to the correct interpretation of the clauses in the Act which provides for the formation of the Associations. In any event, they could not recognize the Associations unless sufficient of the employers, to be representative of the classes making up the Association, approved of the formation of such an Association. They did not consider the meeting sufficiently representative for this purpose.

The secretary was requested to circularize the employers in classes 1, 2, 3 and 4, in an endeavor to secure the approval of a sufficient number to permit the formation of an Association at the earliest possible date. In the meantime, the Board will endeavor to arrive at a definite interpretation of the clauses in the Act governing the formation and functions of the Association of Employers assessed under the Act.

Hamilton Branch Hears Fine Address

Retiring Chairman, George H. Douglas, Delivers Address at Annual Meeting, Reviewing Business Conditions in Canada

MEMBERS of the Hamilton Branch, C.M.A., held their annual meeting in the Chamber of Commerce rooms on the evening of May 10th, with the retiring chairman, George H. Douglas, presiding.

The secretary-treasurer, H. E. Waterman, reported that during the year fifteen new firm members and fourteen additional representatives of firms already identified with the Association had been added to the roll. There had been fifteen resignations of firms and three of additional representatives, so that the membership remained the same so far as firm members are concerned, but showed an increase of eleven additional representatives.

Since the last annual meeting a number of new industries had located or had decided to locate in Hamilton. A strong effort would be made to secure representatives from these companies, or such of them as had not already joined.

Some twenty meetings were held during the year, of which eight were general meetings, to which all members of the Branch were invited.

Year a Trying One

A splendid address, reviewing the work of the year, was delivered by the chairman. It read in part:

"Gentlemen: The past year has been an exceedingly trying one, not only for manufacturers, but for business generally. When we met in annual convention a year ago, clouds were beginning to appear on the horizon, deflation having already set in in the United States, which would inevitably and did follow in Canada. The textile and leather trades, along with kindred industries, were the first to be affected, followed by what might be termed "a buyer's strike" against prevailing high prices. This, in turn, spread to other industries, until our entire industrial fabric was included. This was followed by unemployment during the fall and winter, and, unfortunately, still exists in all lines of industrial pursuits. This has brought about a great decrease in the purchasing capacity of the consuming public, and recovery from these conditions is likely to be slow. For this reason we can scarcely hope for business to become at all normal for at least another year. The watchwords, therefore, should be "caution" and "economy," not only by government, federal and provincial, but by municipalities and individuals.

"Owing to our federal taxation laws, corporations and individuals were in most cases prevented from accumulating reserves sufficient to meet the deflation of prices which must inevitably come, and businesses which were carrying large inventories have found themselves in most critical conditions, in some cases their entire capital having been wiped out.

Important Issue

"Taxation is to-day undoubtedly the most important question before the Canadian people and should be studied from a national rather than a selfish viewpoint. With this in view, our Association appointed a special committee in January last to make a thorough study of the question, for the purpose of making representations to the government. After obtaining information from authorities in the United States, Great Britain and France as to existing and proposed legislation, the recommendations were drafted, after consulting the different divisions of our Association, and finally passed by the Executive Council and presented to the Finance Minister, as follows:



F. J. Gernandt

International Harvester Company of Canada, Ltd., Hamilton. Chairman Hamilton Branch, C.M.A., 1921-1922

"1. That the Business Profits War Tax Act shall not be re-enacted.

"2. That the Income War Tax Act, as regards corporations, shall be repealed.

"3. That the sales tax now in effect in Canada shall be amended and extended sufficiently to provide the necessary revenue. The Business Profits War Tax Act has already been abolished in Great Britain, and there seems no doubt it will disappear in the United States, while we are led to expect it will not be re-enacted in Canada. It never could be defended except as war-time legislation, when governments were purchasing such vast amounts of materials to carry on the war, and should have been abolished when government contracts ceased. The only excuse for its continuance was that it was producing revenue which was so urgently required. The time, however, has arrived when our taxation legislation should be revised and all war-time restrictions upon business removed, whether it be taxation or other hampering legislation.

Revenues Declining

"We commend the policy of the government in endeavoring to meet all obligations without resort to further borrowing, and we know that revenues from present sources are declining, and some of them will continue to decline for some time. The government must, therefore, seek means of not only maintaining, but increasing, their revenues, and the only means so far suggested is an extension of the sales tax, which is simple in its operation, and just to the entire population through its wide distribution, and can be so framed as to provide a very large revenue to the government. Profits are too unstable for any government to base revenues on, and the present methods of taxation are costing consumers many times more than a general sales tax covering all commodities would. There does not appear to be any division of opinion as to this method of raising revenue, but as to its application some difference exists. The opinion of a section of the retail dealers is that it should be levied at the source, which they define as "importer" and "manufacturer." This opinion, however, is not held by the large retail merchants throughout the country.

Remedy for Revenue

"In the opinion of your Committee, a tax of one per cent. should be levied on every exchange of commodities after the primary sale, which it is estimated would produce between one hundred and fifty and two hundred millions of dollars and would provide the government with the necessary revenue. Whereas, if taxed at the source only, it would require to be at least five per cent., and probably more, to provide the same amount of revenue, as the wholesale trade would be exempt from this tax. Such a tax would necessarily be pyramided through the different gradations of trade and cost the consumer a great deal more than a smaller tax with a much wider application.

Act Complex

"Our Association has at all times supported the personal income tax as being sound in principle, but the act should be recast and simplified, so that any intelligent person would be able to determine the amount of their tax without consulting expert tax accountants, which is impossible under the present act. The

super-taxes are also excessive on large incomes, and should be scaled down, as under the present act practically two-thirds of such incomes are collected in taxes, which is bordering on confiscation.

"There has been a tendency by an element in some communities, as well as a section of the press, and even politicians, to treat and speak of men of large means and enterprise as desirable for taxation purposes only, but let me express the hope that if it has not already arrived, the time is not far distant when they will be regarded as the greatest asset the country possesses, as it is only through capital and enterprise that the resources of Canada can be developed and thereby reduce the burden of taxation now bearing so heavily on our people, but under the present scale of super-taxes there will neither be capital nor incentive, and enterprise will be retarded.

Criticizes Government

"I cannot leave the question of taxation without a word of protest against the action of the Ontario Government enacting legislation providing for taxation by municipalities of dividends distributed by commercial and industrial institutions. These dividends are already taxed by the Federal Government, and the municipality collects a business tax before any dividends are earned. The result of this duplication of taxation by unwise legislation will inevitably be a leak of capital for investment in commercial enterprises and the nation will suffer accordingly.

"We are confronted with a most serious situation through the deficit from the operation of our national railways, amounting to seventy millions of dollars, without providing anything for interest on capital invested other than bonds issued by the railways on which the government paid interest during the year. It is a deplorable condition, with no immediate hope of relief, brought about by allowing duplication of lines which should never have been permitted, and the best brains of our membership should be utilized to assist the government in finding a solution of this most difficult problem.

"Railway charges for transportation are already so high that they are detrimental to trade and have a direct bearing on prices of many commodities about which the public complain. There is, however, little hope of any substantial relief until operating costs are reduced, and this brings us to a consideration of labor conditions in general.

"Wages were advanced to all classes of workers to cover the increased cost of living during the years from 1917 to 1920, when prices of commodities began to decline. Since then many classes of labor have accepted reductions, some voluntarily, others through necessity, while a few classes are refusing to accept any reduction, but rather are demanding increases. If you follow any commodity for consumption, from the raw basic article to a finished product, through all the different processes, it will be evident that labor is the prime factor in the cost. Take transportation for example—cars, locomotives or steamships. The principal basic articles are iron ore in the mines and timber in the forests, which have practically no value until labor enters into them, and it is labor which increases the value through all the different processes. How, then, can labor maintain wages, much less increase them, and commodity prices decline as they have? It must be evident that it could only be temporary or will end in disaster. Under existing conditions high wages mean no employment, and reasonable wages with employment are preferable to high wages without employment. No class of labor is justified in expecting workers in other industries to consume their product at high prices and produce for their consumption at low prices. Merchants and manufacturers have had to meet heavy losses through deflation of prices, and labor should be willing to share a fair and equitable share of the deflation, otherwise conditions will not be stabilized and unemployment will continue.

"A controversy is being carried on over the question of closed versus open shops, organized labor leaders maintaining that the open shop is intended to destroy the unions. If we examine this for a moment it should be clear that this is a wrong interpretation. An open shop means that it is open to union or non-union employees, whereas the closed shop means that nothing but union workers can be employed. No employer is justified in discriminating against union workers, provided they do their duty and are not there for other purposes. On the other hand, no union should refuse to allow a worker the right to earn a livelihood because he or she does not see fit to join their organization; that would be practising autocracy, while their leaders are preaching democracy. There is no difference between an employer refusing to employ union workers and an organization refusing a worker the right to work and earn a livelihood. Experience has demonstrated that closed shops are destructive of discipline and efficiency.

Canada's Position

"These conditions which I have endeavored to analyze briefly are world-wide, and no country in the world to-day is so favored as Canada, and while our financial burdens are heavy, they are not beyond our capacity to bear them. We have great natural resources as yet undeveloped, and a vast immigration to our shores will set in just as soon as we are ready to receive them. Great caution, however, should be exercised by our government in selecting whom we shall admit and see to it that none but those who will fit into our national ideals and become loyal Canadian citizens are permitted to enter. This is a country of liberty and equal opportunity for all, but liberty should not be construed as a license by those who have ideals entirely foreign to ours. Our hope in the future is based on our immigration policy. Increased population will relieve our railway difficulties and reduce our taxation per capita, provided of course they are producers, and this country has to-day no place for any other class."

Technical Education Report

The Technical Education Committee reported that the enrolment in regular day and evening classes at the Technical School for 1920-21 had been the largest in the history of the school. The total enrolment up to the end of April was 692. Twenty-five firms had co-operated with the Technical School in sending apprentices for instruction in related trade subjects one half day each week.

The election of officers resulted as follows:

F. J. Gernandt, chairman.

A. L. Page, vice-chairman.

H. E. Waterman, secretary-treasurer.

Executive Committee—Henry Bertram, J. A. McMahon, Cyrus A. Birge, A. F. Hatch, W. R. McNeil, H. P. Hubbard, R. Hobson, H. S. Ambrose, George C. Coppley, W. R. Dunn, C. W. Sherman, H. J. Waddie.

Ex-officio members—George H. Douglas, H. H. Champ, W. H. Marsh.

Finance Committee—W. R. McNeil (chairman), N. Slater, Wm. Spencer, W. E. Skelton, H. V. Hamilton, H. S. Ambrose, K. Bethune, H. W. Hutchinson, W. R. McNeil.

Membership Committee—J. A. McMahon (chairman), G. W. Robinson, W. E. Sprague, W. E. Blandford, R. McCulloch, H. G. Smith, G. E. Main, A. T. Enlow, J. W. King.

Municipal and Legislation Committee—W. R. Drynan (chairman), A. V. Young, H. C. Trenaman, H. S. Lees, George A. Simpson, A. C. Garden.

Reception and Entertainment Committee—H. P. Hubbard (chairman), James Wagstaffe, A. H. Tallman, H. G. Wright, P. M. Yeates, George Spence, F. J. Maw, C. A. Hunter, N. Slater.

Technical Education Committee—H. J. Waddie (chairman), C. R. McCullough, J. A. McMahon, F. M. Hatch, P. Ford-Smith, W. S. Burrill.

Transportation Committee — W. R. Dunn (chairman), B. B. Hamilton, W. R. Drynan, A. F. Hatch, C. A. Hunter, A. T. Enlow, Henry Bertram, F. W. Dean.

Executive Council of General Association—H. H. Champ, A. F. Hatch, H. J. Waddie, George H. Douglas, W. H. Marsh; Legislation, George H. Douglas, A. L. Page, George C. Coppley; Insurance, W. E. Sprague; Transportation, W. R. Dunn and F. W. Dean; Tariff, H. H. Champ; Membership and Reception, H. P. Hubbard, James Wagstaffe, J. A. McMahon; Industrial Relations, F. J. Gernandt; Commercial Intelligence, W. E. Selton; Publishing and Education, C. R. McCullough.

An address was delivered to the Branch by H. Macdonald, secretary of Legal Department, head office. Mr. Macdonald dealt entertainingly with freak legislation.

Victoria-Vancouver Island Branch

Annual Meeting Held on April 29 With Good Attendance of Members—R. W. Mayhew Elected Chairman for 1921-22

THE annual meeting of the Victoria and Vancouver Island Branch, C.M.A., was held at Victoria on April 29th, with a majority of the members on Vancouver Island in attendance. The chairman of the British Columbia Division, J. B. Thomson, and the divisional secretary, Hugh Dalton, were also present.

Norman Yarrow, retiring chairman of the Branch, presided, and read a comprehensive report, reviewing the year's activities of the Branch. This report, he pointed out, was intended to cover only the purely local aspects of the Association's activities. From it the following paragraphs are extracted:

"During the period under review, nine general meetings of the Branch have been held, most of which have taken the form of luncheon meetings. They have all been well attended, forty to fifty per cent. of the members having been represented at each. There are very few members who have not been represented on at least one occasion. At these meetings views have been exchanged and our local attitude defined on various questions, notably the revision of the customs tariff, which was expected to take place during the present session of the Dominion Parliament, and the recent increase of freight rates, while the suggested establishment of free ports, or foreign trade areas, has been occupying our attention recently. Mr. J. B. Thomson, chairman of the British Columbia Division, was present at several of our meetings, and we had the pleasure of hearing addresses from Mr. Blake Robertson, the Association's Ottawa representative, and Mr. J. C. McIntosh, M.P.

Annual Meeting Visit

"The outstanding event of the year was the visit of the delegates to the annual convention of the Association, immediately following the business sessions at Vancouver in June. During my absence in the United Kingdom at that time the arrangements for entertaining the visitors were in the hands of your vice-president, Mr. R. W. Mayhew. It is within your recollection that a programme of entertainment was successfully planned and carried out, with the whole-hearted co-operation of every one of you who were then members. There is reason to believe that the visitors took away with them a very pleasant impression of Victoria and as much as they were able to see of the Island in the time at their disposal, and that they obtained a good first-hand knowledge of our industrial resources. You were enabled to make the personal acquaintance of many of the officers and members of the staff of the Association.

"In September the Tariff Commission of the Cabinet, under Sir Henry Drayton's chairmanship, held sittings in Victoria. Several members of the Association's central executive accompanied the Commission, and rendered invaluable assistance in the proper presentation of the local case, and the views of individual members to the Commission; notably Mr. J. T. Stirrett, General Secretary; Mr. J. R. K. Bristol, Manager of the Tariff Department, and Mr. Blake Robertson, of the Ottawa office.

"The executive committee of the Branch held several meetings during the year, as occasion called for them.



Norman Yarrow

Yarrows Limited, Victoria. Retiring Chairman Victoria and Vancouver Island Branch

"Circumstances prevented more than a very occasional attendance of our representatives at the monthly meetings of the executive committee of the British Columbia Division. It is very desirable that an effort should be made by our members who are elected to these positions to attend these meetings more frequently. Much business of vital importance to the manufacturers of the province is transacted at them; they are as a rule fully attended by mainland members, and the views of Island members on many subjects which arise from time to time should be more adequately voiced. If we are not represented at the executive meetings in Vancouver, when important business has to be discussed, resolutions may be adopted, voicing the views of the British Columbia Division, in which we do not concur, owing to the altered circumstances and conditions in Victoria and Island; therefore, in order to arrive at a true opinion of the members, and what is best for industrial conditions in general, it is necessary that the attendance at these executive meetings should represent as full meetings as possible.

"I recommend for consideration that occasionally the executive meetings of the British Columbia Division should be held in Victoria.

"Our members engaged in the clay products industry organized themselves nearly a year ago into a Clay Products Trade Section. This section is of provincial scope and it is anticipated that several mainland firms will before long be included in it. The section has held regular monthly meetings at our Victoria office, and has proved of much advantage to its members in the way of exchange of views and the shaping of common policies. One meeting was held at the Vancouver office which was attended by representatives of mainland clay products firms."

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"At our last annual meeting the membership of the Branch was 29. Twelve firms have joined during the year; two have resigned, and one has gone out of business, making a net increase of nine, and a present membership of 38. It is very desirable that this number should be substantially increased, and a reasonable objective is a membership of sixty. During the early part of the period under review, applications were received at a satisfactory rate, but prevailing conditions more recently have made membership work difficult and your utmost co-operation is now asked in obtaining recruits.

Make Use of Branch

"I would ask you to make the fullest possible use of the Branch and divisional offices, as well as the central office, both in obtaining information and in securing adjustment of any difficulties which you may experience in tariff, transportation, or other matters, remembering that the Association's name often carries a deciding weight; also the Branch would be very glad to have any suggestions from members regarding the consideration of various matters of industrial importance, together with points concerning the administration of the affairs of the Branch."

Mr. Yarrow concluded with an expression of thanks to the vice-chairman, R. W. Mayhew, for taking charge during his absence in England, and to the executive and secretary for their work.

At the election of officers which ensued, Mr. Mayhew was elected chairman and J. L. Beckwith, vice-chairman. The executive committee of the Branch consists of W. A. Jameson, William Moore and Edwin Tomlin. Representatives of the Branch on the Executive Committee of B. C. Division are R. W. Mayhew, D. W. Campbell and J. C. Pendray.

Several items of business were discussed at the meeting. The matter of the establishment of foreign trade areas in Canada was taken up, it being agreed that further action by the Branch be postponed, pending the enquiry which it is understood is to be made by the Minister of Customs.

The number of returns which are required of members by different government departments was discussed. It was the unanimous opinion of the meeting that the Association should be requested to take this matter up, with a view to having these returns simplified and reduced in number as far as possible.

On the subject of increased membership fees, the action of the Division Executive in concurring in an increase in the scale of fees was confirmed.

A lengthy debate took place on the proposal of the Minister of Finance to impose a tax on unlicensed insurance. Although views were expressed both for and against the proposal, no official action was taken by the Branch against the recommendation previously made by the Division Executive toward having the proposed amendment to the Insurance Act defeated if possible.

Maritime Transportation Conference

A CONFERENCE was held in the City Hall at Moncton on the evening of April 29th, to decide what action should be taken in support of the resolutions which are being passed by the local Governments, respecting the Intercolonial Railway, which was built under the provisions of the British North America Act.

Delegates were present representing the Nova Scotia and New Brunswick Governments, Maritime Board of Trade, various individual Boards of Trade, United Farmers of New Brunswick, Maritime Stockbreeders Association, Nova Scotia Department of Industries and Immigration, New Brunswick and Nova Scotia Departments of Agriculture, Nova Scotia Shippers' Association, New Brunswick Dairymen's Association, Transportation Committee, Maritime Division, C.M.A

The chief speaker was the Hon. R. E. Finn, representing the Nova Scotia Government, and who outlined the attitude taken by his Government. He stated that the local Governments would be sending a delegation to Ottawa in the very near future to present their views to the Federal Government, and this delegation wished to have the support of the general public on this important mission. To this end it seemed advisable for all commercial organizations to appoint delegates to accompany the mission.

I. C. Rand, special counsel for the New Brunswick Government, dealt with the jurisdiction of the Board of Railway Commissioners and offered his opinion that the board has no authority over rates applying on the Intercolonial System. Furthermore, the questions involved were more or less of a political nature and would have to be dealt with by the Federal Government or a specially delegated commission appointed by it.

Resolutions Adopted

After various other speakers expressed their views, the following resolutions were unanimously adopted:

Moved by H. J. Logan, President, Maritime Board of Trade, seconded by A. E. Trites, President, Maritime Stockbreeders Association: "Resolved, that this meeting declares that the old Intercolonial Railway should be operated directly under the Department of Railways, and that the freight and passenger rates on said road should be made in accordance with the terms and promises under which Nova Scotia, New Brunswick and Prince Edward Island entered Confederation."

Moved by L. W. Simms, Chairman, Maritime Division Canadian Manufacturers Association, seconded by J. S. Smiley, Amherst Board of Trade: "Whereas this meeting has been advised that it is in the interests of the Governments of Nova Scotia, New Brunswick and Prince Edward Island to make representations to the Dominion Government in respect to the management and rates on what was formerly the Intercolonial Railway of Canada.

"Therefore be it resolved, that this meeting do request these Governments of the Maritime Provinces to convey the resolutions, in respect to this subject and passed at a representative meeting held in Moncton, April 29th, to the Government of Canada.

"Further resolved, that the secretary of this meeting be asked to notify each civic, commercial, labor and agricultural organization in the Maritime Provinces to appoint delegates to accompany the Governments' delegates on this mission."

Canadian National Export Club Formed

THAT there is really an active interest in developing a Canadian export trade was seen on Wednesday, April 27th, when over one hundred and fifty manufacturers assembled in the King Edward Hotel, Toronto, to form the Canadian National Export Club. After a dinner the aims of the new organization were explained by B. B. Halliday, chairman of the meeting. Mr. Halliday had just returned from a trip around the world in the interests of the Canada Cycle and Motor Company, and spoke of the ignorance about Canada which he had encountered in foreign markets. A Canadian Export Club could, he thought, do a great deal towards enlightening this ignorance.

G. F. Towers, superintendent Foreign Trade Department, Royal Bank of Canada, dealt with the subject of export trade from the bank's point of view. He told of the ways in which the bank could assist the exporter not only in financing the business but also in obtaining information about foreign buyers. He went thoroughly into the recognized methods of financing export business and assured the club that the banks were ready to co-operate with manufacturers to develop it.

Col. D. Young, head of the Canadian Red Cross Mission to Siberia, reviewed the possibilities of Russian trade. In this connection he mentioned the danger of German competition. Some two hundred thousand German prisoners of war had been turned loose in Siberia at the time of the revolution and had become well acquainted with the language and customs of the country. The greater part of these had now been repatriated and were potential agents for German trade as soon as Russian currency was stabilized.

On the other hand, the speaker said, owing to the work done in Siberia by the Canadian Red Cross, the Russians were favorably disposed towards Canada and anxious to establish trade relations here. Col. Young also described the Russian transportation systems and spoke of the principal commodities which Canadian exporters could supply.

Should Consider China

B. Lennox Simpson, financial adviser to the President of China, recommended that country to the consideration of those interested in extending Canada's export trade. He particularly advised an increase in the number of trade commissioners and also that they be granted consular rank. This, he claimed, would give them more authority and enable them to render better service. Mr. Simpson was also anxious to see Canadian banks extending their business in China.

J. S. McKinnon, president C.M.A., assured the new organization that their objects were heartily endorsed by the C.M.A. executive. During the speeches a nominating committee drew up a list of officers who were unanimously elected. R. E. Jamieson, president, Canadian Consolidated Rubber Company, Limited. Montreal, was elected president. The other officers are: Thos. Morton, Western Canada Flour Mills Company, Limited, Toronto, first vice-president; J. J. Foot, McClary Manufacturing Company, Limited, London, second vice-president; Alex. Marshall, manager Commercial Intelligence Department, C.M.A., secretary-treasurer. In addition to these the president of each local club that is formed will have a seat on the executive of the national body.

The New Budget—Text of the Resolutions Introduced by Sir Henry Drayton

THE budget speech of the Minister of Finance, which was delivered in the House of Commons on the evening of the 9th of May, gave notice of certain proposed tariff, excise and sales tax changes and also of proposed amendments to the Customs Act.

CUSTOMS TARIFF ACT, 1907: Practically the only changes made in the customs tariff schedules were such as were necessary for the purpose of implementing the trade agreement with the West India Islands and which agreement had been previously ratified by Parliament. In addition to the provision whereby the products of the British West Indies, except tobaccos and alcoholic liquors, may be imported into Canada at one-half the duties payable under the general tariff, changes were made in the following items of the tariff: Items 20, 21, 22, 23, 39b, 77a, 101, 101a, 103, 104, 110, 111, 113, 134, 135, 150, 151, 153, 156, 159, 160, 162, 163, 164, 165. For the new rates of duty under these tariff items see copy of the resolutions as set forth below.

MARKING OF GOODS: Resolution No. 4 consists of a proposed amendment to the Customs Tariff Act so as to provide for the marking of the country of origin on all goods imported into Canada. Should this proposed amendment meet with the approval of Parliament it will come into force on the 1st of September next. Provision is made that all goods imported into Canada after the date of the coming into force of the requirement respecting marking, and which do not comply with the requirements of the Act, shall be subject to an additional duty of 10 per centum *ad valorem*, and furthermore, such goods will not be released from customs possession until they have been properly marked.

INLAND REVENUE AMENDMENT: A resolution was also introduced providing for certain amendments to the Inland Revenue Act in the matter of the excise duties to be paid on spirits manufactured in Canada.

SPECIAL WAR REVENUE ACT CHANGES: Under the proposed amendments to the Special War Revenue Act the excise manufacturing taxes on confectionery and beer are cancelled and the excise manufacturing tax on playing cards is materially reduced.

The excise manufacturing tax on alcoholic liquors has been cancelled, but considerably higher excise taxes have been substituted under the Inland Revenue Act along with counterbalancing customs duties.

The tax of 30 cents per gallon on certain wines and $3.00 per gallon on champagne and sparkling wines still applies to domestic production. On imported wines increased customs duties have been substituted for the former excise taxes. This simplifies work at the Custom House.

SALES TAX: The new sales tax provisions became effective on the morning of May 10th and apply to sales and deliveries and to importations made through the Custom House on and after that date.

The new rate of sales tax on sales by manufacturers or producers and by wholesalers or jobbers is 1½ per cent. except in the case of sales by manufacturers direct to retailers or consumers when the rate is 3 per cent.

The sales tax on importations is 2½ per cent., payable at the Custom House on the duty paid value of the goods, except in the case of goods imported by retailers or consumers when the sales tax payable is 4 per cent.

Special provision is made in respect to lumber, to the effect that a tax of 3 per cent. shall apply on sales and deliveries by the Canadian manufacturer, but that no further excise tax will be payable on resale.

The list of exemptions from the sales tax is somewhat different from the list which was previously in force.

The sales tax resolution, as now worded, do not require that the sales tax be shown as a separate item on the invoice and accordingly the charging of the sales tax as a separate item is optional. However, when the bill, founded on the resolutions, is introduced in the House of Commons it is expected to contain a similar provision to last year requiring that the tax be shown as a separate item on the invoice.

AMENDMENTS TO CUSTOMS ACT *re* value for duty and depreciated currency, not to become effective until legislative sanction is obtained.

VALUE FOR DUTY: Under the proposed amendments to Section 40 of the Customs Act the value for duty shall in no case be lower than the wholesale price of the goods at the time and place of their direct shipment to Canada.

And in order to provide against exporters dumping their product into Canada by selling at prices which are less than the cost of production, a further proposed amendment to Section 40 provides that the value for duty shall in no case be less than the actual cost of production of similar goods at the date of shipment direct to Canada plus a reasonable profit thereon.

DEPRECIATED CURRENCY: It is also proposed to amend Section 59 of the Customs Act so as to provide that where the currency of an exporting country has become greatly depreciated, no reduction in excess of 50 per cent. of the standard or proclaimed value of the currency shall be allowed.

And where the rate of exchange is adverse to Canada it is proposed to add to the value for duty the amount of such adverse exchange.

Amendments to Customs Tariff Act, 1907

1. Resolved that it is expedient to amend the Customs Tariff, 1907, by inserting the following section immediately after section 8:

8*a*. Notwithstanding anything in this Act, goods, other than tobacco, cigars, cigarettes, spirituous or alcoholic liquors and articles specified in Schedule A of The West Indies Trade Agreement Act, the produce or manufacture of British Honduras; Bermuda; the Bahamas; Jamaica; Turks and Caicos islands; the Leeward islands (Antigua, St. Christopher-Nevis, Dominica, Montserrat, and the Virgin Islands); the Windward islands (Grenada, St. Vincent and St. Lucia); Barbados; Trinidad and Tobago; and British Guiana, when imported direct therefrom shall not be subject at any time to more than fifty per centum of the duties imposed on similar goods as set forth in the General Tariff under regulations by the Minister of Customs and Inland Revenue.

2. Resolved that Schedule A to the Customs Tariff, 1907, as amended by chapter 15 of the Acts of 1913, by chapter 26 of the Acts of 1914, and by chapter 5 of the Acts of 1914 (second session) be further amended by striking thereout tariff items 20, 21, 22, 23, 39b, 77a, 101, 101a, 103, 104, 110, 111, 113, 134, 135, 150, 151, 153, 156, 159, 160, 162, 163, 164 and 165, the several enumerations of goods respectively, and the several rates of duties of Customs, if any, set opposite each of said items, and to provide that theh following items, enumerations and rates of duties be inserted in said Schedule A:

Tariff Items		British Preferential Tariff.	Intermediate Tariff.	General Tariff.
20	Cocoa paste or "liquor" and chocolate paste or "liquor," not sweetened, in blocks or cakes, per pound	4 cents	5 cents	5 cents
21	Cocoa paste or "liquor" and chocolate paste or "liquor," sweetened, in blocks or cakes, not less than two pounds in weight, per pound	4½ cents	5½ cents	5½ cents

Tariff Items		British Preferential Tariff.	Intermediate Tariff.	General Tariff.
22	Preparations of cocoa or chocolate in powder form	27½ p.c.	35 p.c.	35 p.c.
23	Preparations of cocoa or chocolate, n.o.p., and confectionery, coated with or containing chocolate, the weight of the wrappings and cartons to be included in the weight for duty, per pound	1½ cents and 22½ p.c.	1½ cents 35 p.c.	1½ cents 35 p.c.
39b	Arrowroot, per pound	½ cent	1½ cents	1½ cents
77a	Cocoa beans, not roasted, crushed or ground, per one hundred pounds	Free	$1.50	$1.50
87a	Onions in their natural state	Free	30 p.c.	30 p.c.
101	Oranges and lemons	Free	Free	Free
101a	Shaddocks or grape fruit, per one hundred pounds	50 cents	$1.00	$1.00
101b	Limes	Free	15 p.c.	15 p.c.
103	Fruits preserved in brandy, or preserved in other spirits, and containing not more than forty per cent. of proof spirit in the liquid contents thereof, per gallon and	$2.50 30 p.c.	$2.50 30 p.c.	$2.50 30 p.c.
104	Fruits preserved in brandy, or preserved in other spirits, containing more than forty per cent. of proof spirit in the liquid contents thereof, per gallon and	$10.00 30 p.c.	$10.00 30 p.c.	$10.00 30 p.c.
110	Cocoanuts, n.o.p., per one hundred	50 cents	$1.00	$1.00
111	Cocoanuts, when imported from the place of growth, by ship, direct to a Canadian port, per one hundred	Free	75 cents	75 cents
113	Cocoanut, desiccated, sweetened or not, per pound	5 cents	6 cents	6 cents
134	All sugar above number sixteen Dutch standard in colour, and all refined sugars of whatever kinds, grades or standards, not covered by tariff item No. 135, when not exceeding eighty-eight degrees of polarization, per one hundred pounds	$1.50	$2.00	$2.00
	when exceeding eighty-eight degrees but not exceeding eighty-nine degrees, per one hundred pounds	$1.52	$2.03	$2.03
	when exceeding eighty-nine degrees but not exceeding ninety degrees, per one hundred pounds	$1.54	$2.06	$2.06
	when exceeding ninety degrees but not exceeding ninety-one degrees, per one hundred pounds	$1.56	$2.08	$2.08
	when exceeding ninety-one degrees but not exceeding ninety-two degrees, per one hundred pounds	$1.59	$2.12	$2.12
	when exceeding ninety-two degrees but not exceeding ninety-three degrees, per one hundred pounds	$1.61	$2.15	$2.15
	when exceeding ninety-three degrees but not exceeding ninety-four degrees, per one hundred pounds	$1.63	$2.18	$2.18
	when exceeding ninety-four degrees but not exceeding ninety-five degrees, per one hundred pounds	$1.65	$2.20	$2.20
	when exceeding ninety-five degrees but not exceeding ninety-six degrees, per one hundred pounds	$1.68	$2.24	$2.24
	when exceeding ninety-six degrees but not exceeding ninety-seven degrees, per one hundred pounds	$1.70	$2.27	$2.27
	when exceeding ninety-seven degrees but not exceeding ninety-eight degrees, per one hundred pounds	$1.72	$2.30	$2.30
	when exceeding ninety-eight degrees but not exceeding ninety-nine degrees, per one hundred pounds	$1.79	$2.39	$2.39
	when exceeding ninety-nine degrees, per one hundred pounds	$1.79	$2.39	$2.39
	Provided that refined sugar shall be entitled to entry under the British Preferential tariff upon evidence satisfactory to the Minister of Customs and Inland Revenue, that such refined sugar has been manufactured wholly from raw sugar produced in the British colonies and possessions, and not otherwise.			

Tariff Items		British Preferential Tariff.	Intermediate Tariff.	General Tariff.
135	Sugar above number sixteen Dutch standard in colour when imported by a recognized sugar refiner, for refining purposes only, under regulations by the Minister of Customs and Inland Revenue; and sugar n.o.p., not above number sixteen Dutch standard in colour, sugar drainings or pumpings drained in transit, melado or concentrated melado, tank bottoms, sugar concrete, and molasses testing over fifty-six degrees and not exceeding seventy-six degrees, when not exceeding seventy-six degrees of polarization, per one hundred pounds	70 cents	$1.16080	$1.16080
	when exceeding seventy-six degrees but not exceeding seventy-seven degrees, per one hundred pounds	70·75 cents	$1.18366	$1.18366
	when exceeding seventy-seven degrees but not exceeding seventy-eight degrees, per one hundred pounds	71.5 cents	$1.20652	$1.20652
	when exceeding seventy-eight degrees but not exceeding seventy-nine degrees, per one hundred pounds	72.25 cents	$1.22938	$1.22938
	when exceeding seventy-nine degrees but not exceeding eighty degrees, per one hundred pounds	73 cents	$1.25224	$1.25224
	when exceeding eighty degrees but not exceeding eighty-one degrees, per one hundred pounds	73.75 cents	$1.27510	$1.27510
	when exceeding eighty-one degrees but not exceeding eighty-two degrees, per one hundred pounds	74.5 cents	$1.29796	$1.29796
	when exceeding eighty-two degrees but not exceeding eighty-three degrees, per one hundred pounds	75.25 cents	$1.32082	$1.32082
	when exceeding eighty-three degrees but not exceeding eighty-four degrees, per one hundred pounds	76 cents	$1.34560	$1.34560
	when exceeding eighty-four degrees but not exceeding eighty-five degrees, per one hundred pounds	76.75 cents	$1.37038	$1.37038
	when exceeding eighty-five degrees but not exceeding eighty-six degrees, per one hundred pounds	77.5 cents	$1.39516	$1.39516
	when exceeding eighty-six degrees but not exceeding eighty-seven degrees, per one hundred pounds	78.25 cents	$1.41994	$1.41994
	when exceeding eighty-seven degrees but not exceeding eighty-eight degrees, per one hundred pounds	79 cents	$1.44664	$1.44664
	when exceeding eighty-eight degrees but not exceeding eighty-nine degrees, per one hundred pounds	79.75 cents	$1.47334	$1.47334
	when exceeding eighty-nine degrees but not exceeding ninety degrees, per one hundred pounds	80.5 cents	$1.50388	$1.50388
	when exceeding ninety degrees but not exceeding ninety-one degrees, per one hundred pounds	81.25 cents	$1.53442	$1.53442
	when exceeding ninety-one degrees but not exceeding ninety-two degrees, per one hundred pounds	82 cents	$1.56496	$1.56496
	when exceeding ninety-two degrees but not exceeding ninety-three degrees, per one hundred pounds	82.75 cents	$1.59550	$1.59550
	when exceeding ninety-three degrees but not exceeding ninety-four degrees, per one hundred pounds	83.5 cents	$1.62604	$1.62604
	when exceeding ninety-four degrees but not exceeding ninety-five degrees, per one hundred pounds	84.25 cents	$1.65658	$1.65658
	when exceeding ninety-five degrees but not exceeding ninety-six degrees, per one hundred pounds	85 cents	$1.68712	$1.68712
	when exceeding ninety-six degrees but not exceeding ninety-seven degrees, per one hundred pounds	85.75 cents	$1.71766	$1.71766
	when exceeding ninety-seven degrees but not exceeding ninety-eight degrees, per one hundred pounds	86.50 cents	$1.74820	$1.74820
	over ninety-eight degrees, per one hundred pounds	87.25 cents	$1.83250	$1.83250

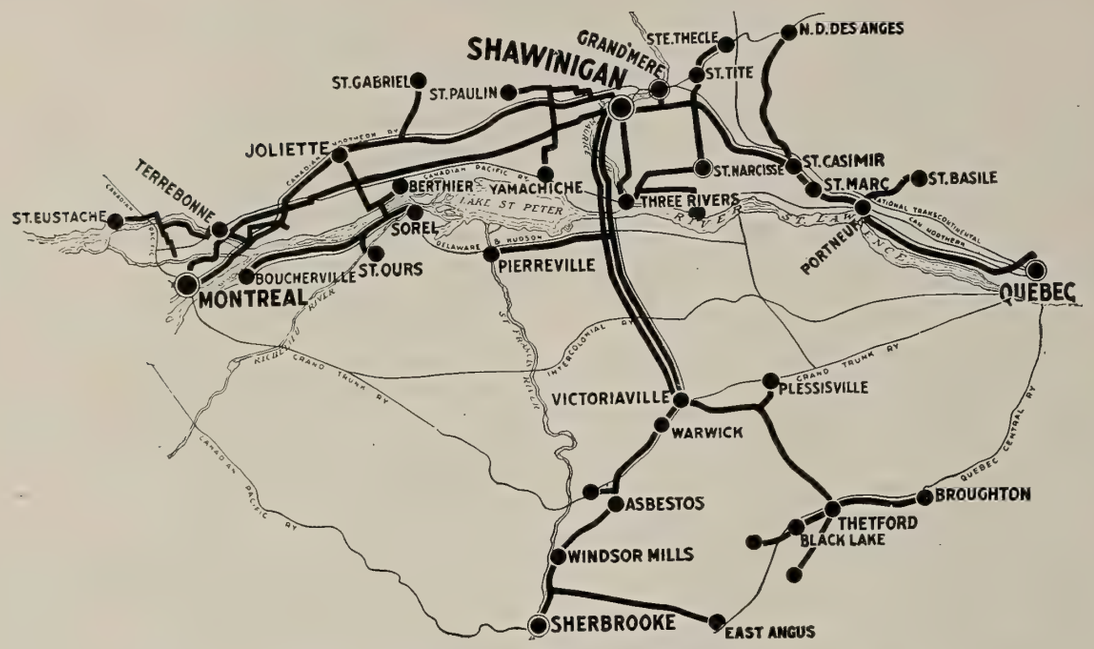
Tariff Items		British Preferential Tariff.	Intermediate Tariff.	General Tariff.
	Provided that all raw sugar, including sugar specified in this item, the produce of any British Colony or possession, shall be entitled to entry under the British Preferential tariff, when imported direct into Canada from any British country. Provided that sugar imported under this item shall not be subject to special duty.			
150	Lime juice and fruit juices, fortified with or containing not more than twenty-five per cent. of proof spirits, per gallon.	$2.50	$2.50	$2.50
151	Lime juice and fruit juices, fortified with or containing more than twenty-five per cent. of proof spirits, per gallon	$10.00 and 30 p.c.	$10.00 30 p.c.	$10.00 30 p.c.
153	Lime juice, raw and concentrated, not refined, per gallon.	Free.	15 cents	15 cents
156	Ethyl alcohol, or the substance commonly known as alcohol, hydrated oxide of ethyl or spirits of wine, n.o.p.; gin of all kinds, n.o.p.; whiskey and all spirituous or alcoholic liquors, n.o.p.; amyl alcohol or fusel-oil, or any substance known as potato spirit or potato oil, methyl alcohol, wood alcohol, wood naphtha, pyroxylic spirit or any substance known as wood spirit or methylated spirits, absinthe, arrack or palm spirit, brandy, including artificial brandy and imitations of brandy, n.o.p.; cordials and liqueurs of all kinds, n.o.p.; mescal, pulque, rum shrub, schiedam and other schnapps; tafia, angostura and similar alcoholic bitters or beverages; and wines, n.o.p.; containing more than forty per cent. of proof spirit, per gallon of the strength of proof	$10.00	$10.00	$10.00
156a	Rum, per gallon of the strength of proof	$8.00	$10.00	$10.00
	Provided, as to all goods specified in items No. 156 and No. 156a when of less strength than the strength of proof, that no reduction or allowance shall be made in the measurement thereof for duty purposes, below the strength of fifteen per cent. under proof. Provided also, that when the goods specified in these two items are of greater strength than the strength of proof, the measurement thereof and the amount of duty payable thereon shall be increased in proportion for any greater strength than the strength of proof Provided further, that bottles and flasks and packages of gin, rum, whisky and brandy of all kinds, and imitations thereof, shall be held to contain the following quantities (subject to the provisions for addition or deduction in respect of the degree of strength), viz.:— Bottles, flasks and packages, containing not more than three-fourths of a gallon per dozen, as three-fourths of a gallon per dozen; Bottles, flasks and packages, containing more than three-fourths of a gallon but not more than one gallon per dozen, as one gallon per dozen; Bottles, flasks and packages, containing more than one gallon but not more than one and one-half gallon per dozen; as one and one-half gallon per dozen; Bottles, flasks and packages, containing more than one and one-half gallon but not more than two gallons per dozen, as two gallons per dozen; Bottles, flasks and packages, containing more than two gallons but not more than two and four-fifths gallons per dozen, as two and four-fifths gallons per dozen; Bottles, flasks and packages, containing more than two and four-fifths gallons but not more than three gallons per dozen, as three gallons per dozen; Bottles, flasks and packages, containing more than three gallons but not more than three and one-fifth gallons per dozen, as three and one-fifth gallons per dozen. Provided, further, that bottles or phials of liquors for special purposes, such as samples not for sale to the trade, may be entered for duty according to actual measurement, under regulations prescribed by the Minister of Customs and Inland Revenue.			
159	Spirits and strong waters of any kind, mixed with any ingredient or ingredients, as being or known or designated as essences, extracts, or ethereal and spirituous fruit essences, n.o.p., per gallon	$10.00 and 30 p.c.	$10.00 30 p.c.	$10.00 30 p.c.
159a	Spirits and strong waters of any kind, mixed with any ingredient or ingredients, as being or known or designated as anodynes, elixirs, tinctures or medicines, n.o.p., per gallon	$3.00 and 30 p.c.	$3.00 30 p.c.	$3.00 30 p.c.
160	Alcoholic perfumes and perfumed spirits, bay rum, cologne and lavender waters, lotions, hair, tooth and skin washes, and other toilet preparations containing spirits of any kind:— (*a*) when in bottles or flasks containing not more than four ounces each	90 p.c.	90 p.c.	90 p.c.
	(*b*) when in bottles, flasks or other packages, containing more than four ounces each, per gallon	$5.00 and 40 p.c.	$5.00 40 p.c.	$5.00 40 p.c.
162	Medicinal or medicated wines, including vermouth and ginger wine, containing not more than forty per cent. of proof spirit	80 p.c.	80 p.c.	80 p.c.
163	Wines of all kinds, n.o.p., including orange, lemon, strawberry, raspberry, elder and currant wines, containing twenty-six per cent. or less of proof spirit, whether imported in wood or in bottles, per gallon..	55 cents and	55 cents	55 cents 30 p.c.
	And in addition thereto, for each degree of strength in excess of twenty-six per cent. of proof spirit until the strength reaches forty per cent. of proof spirit ..... Provided that six quart bottles, or twelve pint bottles shall be held to contain a gallon for duty purposes under this item.	3 cents	3 cents	3 cents
164	Wines of all kinds, except sparkling wines, containing not more than forty per cent. of proof spirit, whether imported in wood or in bottles (six quart bottles or twelve pint bottles to be held to contain a gallon), when the produce or manufacture of any British Colony or territory in the South African Customs Union Convention, per gallon	55 cents		
165	Champagne and all other sparkling wines:— (*a*) in bottles containing each not more than a quart but more than a pint (old wine measure), per dozen bottles..	$9.30 and	$9.30	$9.30 30 p.c.
	(*b*) in bottles containing not more than a pint each, but more than one-half pint (old wine measure), per dozen bottles	$4.65 and	$4.65	$4.65 30 p.c.
	(*c*) in bottles containing one-half pint each or less, per dozen bottles	$2.32 and	$2.32	$2.32 30 p.c.
	(*d*) in bottles containing over one quart each (old wine measure), per gallon	$4.50 and	$4.50	$4.50 30 p.c.

3. Resolved, that any enactment founded on the foregoing resolutions shall be deemed to have come into force on the tenth day of May, 1921, and to have applied to all goods mentioned in the foregoing resolutions, imported or taken out of warehouse for consumption on and after that day, and to have also applied to goods previously imported for which no entry for consumption was made before that day.

(*Continued on page* 84)

The Shawinigan Water and Power Company Its Power Developments and Industries

(Continued from May issue)



Map showing transmission line system of the Shawinigan Water and Power Company

The transmission system of the Shawinigan Company can be divided into three types—steel tower lines, steel pole lines and wood pole lines.

The policy of the Company is to transmit this power from its generating stations to its major consumers over what might be called "through transmission lines," that is, over lines from which no power is taken between the generating station and the main receiving station, and to parallel this through line with a local line from which the local companies receive their power for distribution in the district between the power plants and the main receiving station.

There is at present in operation one steel tower line carrying two complete three-phase 100,000-volt circuits from Shawinigan Falls to Montreal, erected on towers seventy feet high and spaced five hundred and twenty feet apart with a capacity of 50,000 k.w.

The electrical conductors on this transmission line are of 250,000 C.M. Aluminum and are spaced vertically ten feet distant from each other on each side of the tower. Under each corner of the steel tower is a concrete foundation six feet deep.

This transmission line is constructed on private right-of-way, approximately all of which is owned outright. The line is now being doubled, and before the end of the year 1921 two such lines with four circuits will be in operation.

The power transmitted over the steel tower line to Montreal is received at No. 2 Terminal Station, which contains four 12,500 k.v.a. transformers, to step down the voltage from 100,000 volts to 12,500, and the necessary high tension and low tension apparatus for controlling, measuring and distributing the power through the system of the Montreal Light, Heat and Power Consolidated.

From Shawinigan Falls eastward to Quebec a steel pole transmission line, built for operation at 50,000 volts has been constructed along the right-of-way of the Canadian National Railways. This line supplies energy to the mining district of Notre-Dame des Anges, St. Casimir, St. Marc, Donacona and Quebec City. At the Quebec sub-station the voltage is transformed down to 2,200 volts and the energy is distributed through the local company, the Public Service Corporation of Quebec.

The total mileage of the transmission lines on steel towers and steel poles extends over a length of nearly six hundred miles.

In addition wooden pole lines transmit power at 50,000 volts and lower voltages covering the territory between Shawinigan Falls and Montreal.

Two other wooden pole lines are feeding the district south of the St. Lawrence River, with sub-stations in Victoriaville and the Asbestos Mines region, Windsor Mills, Sherbrooke and other smaller places.

The latest addition to this line system is the overhead crossing over the St. Lawrence River near Three Rivers, to replace the submarine cables at that place.

This overhead crossing was completed early in 1918, and is the largest cable crossing in existence, both as regards length and height of towers.

The length between the towers is 4,800 feet, which with the anchor spans on the shore, gives a total length of crossing of 6,324 feet.

The towers supporting three 1⅜" steel cables are 362 feet above the foundations and 60 feet square at the base. The cables are strung in a horizontal plane, each cable being fifty feet from the other.

The minimum clearance between the high water and the lowest point of the cables is 165 feet, to allow the free and safe passage of ocean liners on the St. Lawrence River. The capacity of this overhead crossing is such that it will take care of very large increased power demands on the south shore of the river.

Numbers of wooden pole lines serving as secondary lines branch off from the trunk lines throughout the country and are operated by subsidiary distributing companies or independent companies.

The total length of all the wooden pole lines distributing Shawinigan power is over 850 miles.

Out of the total power controlled by the Shawinigan Water and Power Company, more than 130,000 h.p. are utilized in the industries located at Shawinigan Falls.

THE NORTHERN ALUMINUM COMPANY uses for its own purposes direct current generated in its own power-houses, and besides takes electric current from the No. 1 power-house of the Shawinigan Water and Power Company, making a total power consumption of about 50,000 horse-power.

This company producing Metallic Aluminum, is the largest electro-chemical establishment in Canada.

Another plant which produces its own power is THE BELGO-CANADIAN PULP AND PAPER COMPANY, whose mill is built on the banks of the Shawinigan River. This company owns large tracts of timber lands on the St. Maurice River and its tributaries, from which the wood used in producing pulp and paper is cut and floated down the river to the mill.

The total capacity of the mill absorbs approximately between 15,000 and 20,000 h.p.

While both the Northern Aluminum Company and the Belgo-Canadian Pulp & Paper Company develop their own power, the water for this energy is purchased from the Shawinigan Water and Power Company, and delivered by the Shawinigan Company to the power works of these industries. This energy is ordinarily called hydraulic power.

The plant of the CANADA CARBIDE COMPANY at Shawinigan Falls is located about a mile from the town, on the bank of the St. Maurice River.

This plant, along with a number of other electro-chemical plants, forms the new industrial section of Shawinigan Falls.

The plant occupies some fifteen acres of land, containing buildings for the storage of coke and carbide, kilns for the burning of lime, two main furnace buildings where the carbide is produced in furnaces ranging from 3,000 to 10,000 horse power capacity, and other buildings containing auxiliary machinery for handling, crushing, sorting and packing carbide, and a factory for the manufacture of steel drums, with a crating plant where wooden crates are manufactured for the protection of the steel drums.

Owing to the favorable location of the Carbide Company's plant, where raw materials and power are available at reasonable prices, and on account of its large output, this Company stands to-day in the most promising position for manufacturing carbide at exceedingly low prices, and competes in the world's market with any other concern of its kind.

A considerable part of the carbide produced in the plant is converted into acetylene gas and sold to the Canadian Electro Products Company for the manufacture of various chemicals.

The plants of the CANADIAN ELECTRO PRODUCTS COMPANY were built during the years 1916 and 1918, and produce acetic acid, acetaldehyde, paraldehyde and other derivatives from acetylene gas furnished by the Canada Carbide Company. This process of producing synthetic chemicals from acetylene, promises prospects for a large industry in organic chemistry and opens at the same time new fields for the products of the Carbide Company.

This chemical plant occupies more than twenty acres of ground, comprising more than twenty-five brick and concrete buildings, housing different chemical and electrolytic processes, gas plants, plants for the necessary auxiliaries such as steam, compressed air, refrigeration, direct current and alternating current electricity, work shops, store-houses, shipping rooms, waterworks, gasometers, offices and chemical laboratories.

The plant is the largest of its kind and owing to its intimate relations with the Canada Carbide Company and other favorable factors, it is in a position to manufacture successfully large quantities of Glacial Acetic Acid in competition with other methods of manufacture, and there is no doubt that this Company will prove to be a large factor in the supply of Acetic Acid on this continent and for export.

The demands for carbon electrodes for electric furnaces at Shawinigan Falls and elsewhere made necesary the erection of a new plant, viz.: the CANADIAN ELECTRODE COMPANY. This plant is situated close to the Canada Carbide Company's works, and has now sufficient output to take care of the requirements for electrodes in the electrical district around Shawinigan Falls.

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Summarized briefly the local industries utilize about 55 per cent. of the total power sold by the Shawinigan Company; 25 per cent. of the power is transmitted to Montreal and to the district lying between Shawinigan Falls and Montreal on the north side of the St. Lawrence River; and some 10 per cent. is sent to the Asbestos district, such as Thetford Mines, Asbestos, and the district throughout the Eastern Townships, while 10 per cent. is used in Three Rivers and Quebec.

The Power Plants and the various industrial establishments are all easily accessible by rail connection through the Shawinigan Falls Terminal Railway, acting as a link in handling and distributing freight between the two Railway Companies and the industrial concerns.

This Terminal Railway is electrically operated, and being separate and apart from the Railway Companies, assures the industries the benefit of two competing lines.

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Few towns are so favorably endowed with natural advantages as Shawinigan. Located amidst high hills, with the St. Maurice River (its channels divided by islands) flowing past it, there is a contrast of hill and valley which distinguish this beautiful city from the major number of towns on the flatlands of the Province. A considerable improvement and benefit to the St. Maurice Valley is the new motor highway connecting Three Rivers with Shawinigan Falls and Grand' Mere. No doubt this new highway will be a big inducement to visit this interesting locality with its industrial and scenic attractions.



Power Lines crossing St. Lawrence River at Three Rivers

The Shawinigan Water and Power Company Its Power Developments and Industries

(Continued from May issue)



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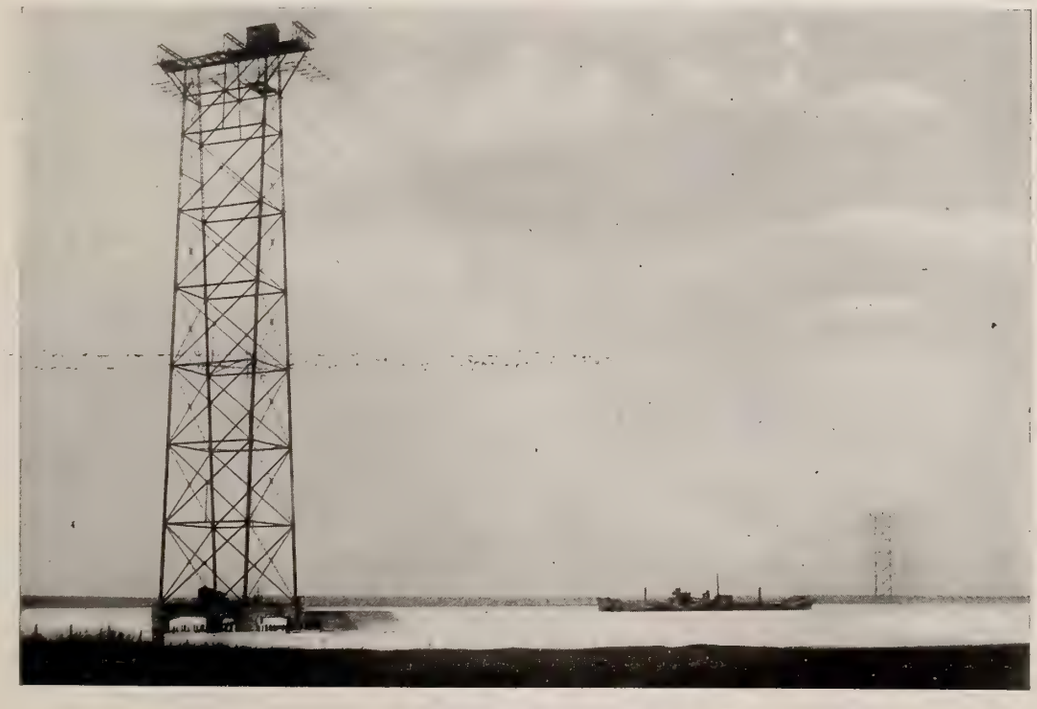
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Power Lines crossing St. Lawrence River at Three Rivers

INTERNATIONAL

Trace business wastes, record losses,

---in the keen eyes of your banker

---when he gauges your business, which will stand the higher---an UNINSURED payroll or an INSURED payroll?



HOW long would the credit of a business house which failed to protect or insure its assets be rated in the financial world as "gilt-edged"?

How long would such unbusinesslike practice even be tolerated?

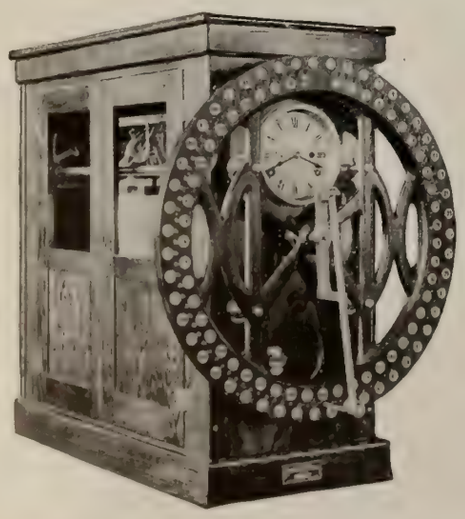
In gauging the soundness of a business, its outgo is as important as its income. In all businesses, NON-PRODUCTIVE help forms one of the large items of overhead expense.

As a business man, how do you record it? Do you measure this outgo with as much care as you bestow upon your costs for heat, light, power or rent?

No employer, perhaps, is so indifferent to his costs as to put a staff to work, without a working schedule. The systematic, well-ordered time schedule is a means of computing the selling price of doing business. Such a schedule, logically carried out, insures:

1. PUNCTUALITY—which fosters discipline, develops strength of character and checks the careless or disrespectful.
2. GOODWILL—which is fostered by a sense of the Square Deal—by the knowledge that while the undertime record is a silent reprimand to the employee, the overtime record is noted by the management. Many a worthy man has NOT BEEN ADVANCED because no proper record was kept of his faithfulness.
3. A PROTECTED PAYROLL—a payroll which would represent not merely PURCHASED TIME, but PRODUCTIVE TIME.

You will concede that a working time schedule is desirable in your business. Then should you not carry it out logically? The one means of maintaining any time schedule—of obtaining the full benefits it yields, is offered by the International Time Recorder.



International Time Recorders are being employed with complete satisfaction in many of the world's most successful financial and commercial institutions. Their accurate, legibly-printed, mechanically-made records are widening every day their sphere of service in offices, banks and stores. They transform the leaky payroll into the Insured Payroll.

INTERNATIONAL

For your convenience we have Service and Sales Offices in
Vancouver, Winnipeg, Walkerville, London, Hamilton, Toronto, Ottawa, Montreal, Quebec, Halifax, St. John's, Nfld.

Also manufacturers of
International Dayton Scales and International Electric Tabulators and Sorters.

TIME RECORDERS

prove costs and insure the payroll



How Can Jones Prove to the Manager That He Worked 15 Hours Overtime Last Month ?

Jones is a punctual, capable worker. He takes a keen interest in the employer's business—willingly and loyally works overtime to promote its interests.

Some day Jones may ask himself: "What's the use?"

"It gets me nothing," he may argue, "my employer doesn't know what I'm doing for him. How can I let him know? Will it be necessary to parade up and down the corridor, ringing a bell and shouting: 'I worked 15 hours overtime last month?'"

Jones is only one of the many actual or potential willing workers who may ask themselves these questions. Such workers will always be found in institutions which are not equipped with International Time Recording Systems.

The Time Recorder is the friend and spokesman of the honest and ambitious employee.

The employer who fails to avail himself of this means of developing the latent powers within his own business, is on a par with the employer who says: "Our office staff is too dignified to register on a Time Recorder."

True, in the present day, when the Time Recorder is being employed successfully in the largest financial and commercial houses, such objections are rare. Persons who object to the use of the Time Recorder do so for one of three reasons:

FIRST—Because the Time Recorder tells the truth and plays no favorites: it immediately shows up tardiness or irregularity.

SECOND—Because the objector lacks the breadth of vision to see that a large business must be governed by discipline and established policies.

THIRD—Because the objector thinks it beneath his dignity to register his time.

Are any of these reasons worthy of the consideration of a modern business man?

Have you ever heard of a bank clerk or other clerk who objected to being bonded? Have you heard in recent years of one who objected to operating an adding machine, a cheque protector, a time stamp, or a tabulating machine?

Do any of these operations entail a loss of dignity? Wherein does pride suffer more in Time registering?

The false pride which resents the adoption of a simple, scientific, square-deal system of time recording is really a thing of the past: The Time Recorder is one of the greatest of forces for the promotion of the Square Deal in the office. It offers to the employee the greatest protection he or she may have against favoritism or unfairness.

BUSINESS MACHINES CO., LIMITED

FRANK E. MUTTON, Vice-President and General Manager

Head Office and Factory:

ROYCE AND CAMPBELL AVENUES, TORONTO

IMPERIAL BANK OF CANADA

Forty-Sixth Annual General Meeting of Shareholders

REVIEW OF A SUCCESSFUL YEAR

Cautious Optimism the Advice of the President in his Address

PRESIDENT AND GENERAL MANAGER ADDRESS SHAREHOLDERS

Mr. Peleg Howland, the president, said in part:—

"In moving the adoption of the report which you have just heard, I may say that I do so with much satisfaction which is shared by my fellow directors, and which I hope will be felt by yourselves. While the profits are less than they were for the previous year, they have been obtained with necessarily increased expense, and under—particularly during the past four months—adverse business conditions, which have caused a shrinkage in the number of transactions from the multiplicity of which banks draw a considerable portion of their profits, in addition to which, through the reduction in non-interest bearing deposits and a very gratifying increase in our savings, our money has cost us more.

"As you will see we have been able to pay the usual dividend and a one per cent. bonus, provide the regular contributions to the Guarantee and Pension Funds, make the special contribution to the latter fund, authorized by you last year, and carry forward an increased Profit and Loss balance, it being our policy to continue to keep this large during these times.

"We are hopeful of results for the current year, though it is only prudent to anticipate increased difficulties.

"I have read with care the reports which our Branch Managers send in on or about the first of May. They are, generally speaking, optimistic of the future and indicate considerable progress towards a lower and sounder basis of business.

"Industries are depressed and working part time, with a few exceptions. Gold mining, for instance, in Northern Ontario is favored by conditions, and there are indications of some revival in leather and boots and shoes. Industrial wages are still very high, though there have been reductions in some cases, and efforts are being made to bring about more, but they are being resisted by the workmen.

Wages and Freight Rates

"With high wages, heavy taxation and part-time working, goods cannot be produced cheaply in our factories, nor with high freight rates and other costs can they be distributed cheaply by either wholesaler or retailer.

"The prices of farm and field products are low, in some cases down to pre-war levels. Of course we have a great variety of natural products besides grain and live stock—fruits, roots, tobacco, furs, fish, wood and minerals, all help to our employment, but depend also to a degree on a foreign market, which largely regulates prices. If the prices of all these things are out of balance, as they are to-day, with those of the goods which have to be purchased with the proceeds of them, how can our merchants and manufacturers hope for more than a moderate business? How long will these conditions last? I wish I knew; I fear the time will be long. That they will adjust themselves I have no doubt, in my opinion (and I give it for whatever it may be worth) in the process we will have short periods of revival followed again by slumps (humps and hollows of trade as it were) and probably not in all lines of business at the same time. The decision not to resume the Business Profits War Tax was very welcome. Business hampered in so many ways needs no brake just now, and on its volume a very large proportion of the revenue of the country depends. It seems, therefore, a pity that the tax on the incomes of businesses could not have been abolished. It is payable irrespective of any return on invested capital, and has the same tendency to undermine the integrity of the business community, as the Profits Tax and its collection is subject to the same objectionable inquisitorial methods.

"I would venture, too, to urge the utmost care in public and private expenditure, particularly that of a capital nature. We will come out better in the long run if nothing of this kind is spent that will not help towards production and bring in a quick return.

Cautious Optimism

"It is a time, I would say, for cautious optimism, if the term may be used.

"Gradually, matters will adjust themselves and when they do there will come to us an era of prosperity such as we have never seen and in the benefits from which this bank must participate."

Mr. W. Moffat, the general manager, in addressing the meeting, said: "There is a striking contrast between trade conditions to-day and those of a year ago. When we met last spring business was still brisk and superficially appeared destined to continue at a high level for some months, although, now that we are able to look back, it is evident that the turn came last spring, and not in September or October last, as on the surface appeared to be the case. In other words, manufacturers and merchants operated for several months on back orders. Notwithstanding this condition, we trust that the report which we are presenting to the shareholders will be considered satisfactory.

"When we consider that our Government deposits have been reduced approximately $7,000,000 during the year, we feel well satisfied with the results in this department of the bank's business—our total deposits as at April 30th, 1921, amounted to $99,125,011, as compared to $97,784,217 in April, 1920, an increase of $1,340,794. Deposits of all chartered banks for the eleven months ended March 31st (the latest figures available) show a *decrease* of $128,930,722.

Large Gain in Savings Deposits

"It will not be safe to count on an increase in deposits during the coming year, at least not in deposits payable on demand. Business is slowing up and all banks have been experiencing a steady decline in their demand deposits. On the other hand, notice or interest-bearing deposits so far continue to show a satisfactory gain, notwithstanding the large number of wage-earners out of employment during the past winter. The net increase in savings deposits of this bank for the year ended April 30th, 1921, amounted to $9,120,945, or 12 per cent.

Strong Cash Position

"Turning to the other side of the balance sheet, you will note our assets total $128,376,612, as compared with $128,274,168 a year ago. Notwithstanding our continued strong reserves throughout the year, the balance sheet under review shows legal tender notes, specie, deposit in the Central Gold Reserve, call loans and balances due from other

banks, totalling 30 per cent. of our liabilities to the public—a creditable showing—and if our second reserves, consisting of bonds, securities, etc., are added to the above figures, our reserves are shown to be 52 per cent.

Profits Satisfactory

"The profits for the year, we consider, leave no room for criticism, and have been computed after a thorough examination of the assets of the bank by our own officers and by the auditors appointed by the shareholders, and after making what we believe to be allowances for depreciation, possible loss and contingencies. I must confess that, with the curtailment of business and increase in cost of operations, I am afraid that the banks are going to find it harder in the future to keep their earnings at the satisfactory figures shown during the inflated period of the past two or three years. I am sure you will agree that the year we are entering is likely to be at least difficult, but we are looking forward with confidence, knowing that we have taken every possible precaution to protect your interests. Our efforts will, for the present, be directed to consolidating and improving the business which we now possess rather than reaching out for new fields in Canada or elsewhere.

"I would like to stop here, as the President has fully covered the ground, but, in view of existing conditions, possibly something more may be expected from me at this time.

Lightening the Public Debt

"Through our huge war expenses, Canada finds itself burdened with a debt, which, for a country of less than nine million people would, in times past, have been considered unbearable. The Finance Minister's efforts are of necessity directed to the increase of revenue to meet this condition of affairs. I think most of us would like to see an effort made to lighten his burden by a drastic reduction in expenditure. There are probably only two ways in which this burden of debt can be lightened:

"1. Increasing by immigration of desirable settlers the numbers carrying the burden.

"2. Reduction of the burden by such Government economies as will enable us to reduce our debt to a more reasonable figure.

"Both will require time to show results, but if the two factors work together the time required for Canada to get back to normal will be appreciably shortened. Immigrants with means, however, will not be attracted to a country burdened with debt and debts cannot be paid by inflation of currency or by Government or municipal borrowings and expenditure. Our position can only be better by either cutting down Government expenses or by increasing the number of taxpayers or by a combination of both. Also, we must work and work hard in order to produce not only food and clothing for ourselves but also to be in a position to sell to other nations at a profit in order to provide necessaries which cannot be grown or manufactured at home.

Cost of Living

"To accomplish this, the price of goods must be made attractive to the purchaser, or in other words we must get the price of goods and the cost of living down to a more normal level. This may mean lower pay for all workers, still if the margin over the cost of living is the same or better, such a situation should be welcomed by all. Canada is slowly getting back to a pre-war basis, but Government expenditure is still too high, but as we all know the process of deflation is far from pleasant and all will have to be patient. If we are, it should not take many years to bring about a better state of affairs. Each one of us must make his or her sacrifice, if necessary, in order that the business of the country may once more reach a solid basis and that we may attain the economic position which will be ours if we do our part faithfully and well."

Decline in Profits

Tuckett Tobacco Company, Limited, Show Reduced Business Due to Falling Prices

The Tuckett Tobacco Company, Limited, Hamilton, Ontario, in the fiscal year ended March 31st, 1921, suffered a considerable reduction in business. The net profits after allowing for all taxes, amounted to $255,753.28, as against $333,131.13, in the previous twelve months, a reduction of $77,377.85. Howard S. Ambrose, the president of the company, says that this is accounted for by a cessation of export business and a decline in the price of manufactured tobacco during the latter part of the year.

The strong liquid position of the company disclosed in previous years has been well maintained. Inventories of raw leaf, supplies, goods in process and manufactured product, which a year ago amounted to $2,330,675.13, were reduced to $1,855,958.68, a decline of $474,716.45. This was offset by a reduction in bills and accounts payable from $863,298.41 a year ago to $318,273.49 at the end of the past fiscal year, a decrease in the twelve months of $545,024.92.

During the past year $140,000 was paid in dividends on the preferred shares, the same amount as in the previous year, but twice as much was involved in payments on the common, the sum of $100,000 as against $50,000 a year ago.

The balance of the credit of profit and loss was $620,931.13, as against $605,177.85 carried forward a year ago.

A $2,500,000 issue of 8 per cent. convertible twenty-year mortgage bonds is being offered by the Brompton Pulp & Paper Company, Limited. The issue is for the purpose of partly reimbursing the company for expenditures on capital account made in recent years largely out of earnings. These expenditures aggregate approximately $6,000,000.

The bonds are dated May 1st, 1921, and payable May 1st, 1941. They offer the privilege of conversion at any time during the next ten years at the bondholders' option on the basis of 20 shares of stock for each $1,000 par value bond.

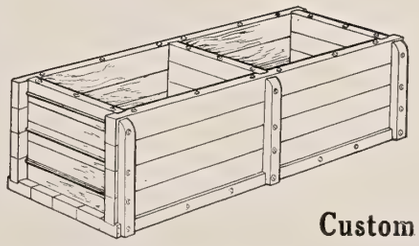
Tanks and Vats

For Sprinkler and Water Supply



Wood Tanks and Vats, all shapes and sizes, made from White Pine, B. C. Fir and Cypress.

Gas and Kerosene Engines, 1½ to 50 h.p., with single and opposed Cylinders.



Kerosene Tractors

Complete Water Supply Outfits, etc.

Custom Galvanizing

Goold, Shapley & Muir Co., Limited

BRANTFORD

Portage La Prairie Regina Calgary

The New Budget

(*Continued from page* 81)

Marking of Goods

4. Resolved, that the Customs Tariff, 1907, be amended by inserting the following section immediately after section 12:

12a. That all goods imported into Canada which are capable of being marked, stamped, branded, or labelled without injury shall be marked, stamped, handled or labelled in legible English or French words, in a conspicuous place that shall not be covered or obscured by any subsequent attachments or arrangements, so as to indicate the country of origin. Said marking, stamping, branding, or labelling shall be as nearly indelible and permanent as the nature of the goods will permit.

Provided, that all goods imported into Canada after the date of the coming into force of this section which do not comply with the foregoing requirements shall be subject to an additional duty of ten per centum ad valorem to be levied on the value for duty purposes and in addition such goods shall not be released from Customs possession until they have been so marked, stamped, branded or labelled, under Customs supervision at the expense of the importer.

Provided further, that if any person shall violate any of the provisions relating to the marking, stamping, branding, or labelling of any imported goods, or shall deface, destroy, remove, alter, or obliterate any such marks, stamps, brands, or labels with intent to conceal the information given by or contained in such marks, stamps, brands, or labels, he shall be liable on summary conviction to a penalty not exceeding one thousand dollars, or to imprisonment not exceeding one year, or to both fine and imprisonment. The Minister of Customs and Inland Revenue may make such regulations as are deemed necessary for carrying out the provisions of this section and for the enforcement thereof.

5. Resolved, that any enactment founded on the preceding resolution shall be deemed to have come into force on the first day of September, nineteen hundred and twenty-one.

Amendments to Inland Revenue Act

1. Resolved that it is expedient to amend the Inland Revenue Act as amended by Chapter 8 of the Acts of 1914 (second Session) by repealing section 154 thereof and substituting therefor the following:—

154. There shall be imposed, levied and collected on all spirits distilled, the following duties of excise which shall be paid to the Collector, as herein provided, that is to say:—

(a) when the material used in the manufacture thereof consists of not less than ninety per centum by weight, of raw or unmalted grain, or when manufactured from sugar, syrup, molasses or other saccharine matter not otherwise provided for, on every gallon of the strength of proof by Sykes' hydrometer, nine dollars, and so in proportion for any greater or less strength than the strength of proof, and for any less quantity than a gallon;

(b) when manufactured exclusively from malted barley, taken to the distillery in bond, and on which no duty of customs or excise has been paid, or when manufactured from raw or unmalted grain, used in combination, in such proportions as the department prescribes, with malted barley taken to the distillery in bond and on which no duty of customs or of excise has been paid, on every gallon of the strength of proof by Skyes' hydrometer, nine dollars and two cents, and so in proportion for any greater or less strength, and for any less quantity than a gallon;

(c) when manufactured exclusively from molasses, syrup, sugar or other saccharine matter, taken to the distillery in bond and on which no duty of customs has been paid, on every gallon of the strength of proof by Sykes' hydrometer, nine dollars and three cents, and so in proportion for any greater or less strength, and for any less quantity than a gallon.

Provided, however, that any person licensed by the Minister of Customs and Inland Revenue to manufacture patent and proprietary medicines and pharmaceutical preparations by the use of spirits in bond subject to The Inland Revenue Act and regulations thereunder, the following duties of excise shall be imposed, levied and collected, that is to say:—

(a) when the material used in the manufacture thereof consists of not less than ninety per centum, by weight, of raw or unmalted grain, or when manufactured from sugar, syrup, molasses, or other saccharine matter not otherwise provided for, on every gallon of the strength of proof of Sykes' hydrometer, two dollars and forty cents, and so in proportion for any greater or less strength than the strength of proof, and for any less quantity than a gallon;

(b) when manufactured exclusively from malted barley, taken to the distillery in bond and on which no duty of customs or excise has been paid, or when manufactured from raw or unmalted grain, used in combination, in such proportions as the department prescribes, with malted barley taken to the distillery in bond and on which no duty of customs or of excise has been paid, on every gallon of the strength of proof by Sykes' hydrometer, two dollars and forty-two cents, and so in proportion for any greater or less strength, and for any less quantity than a gallon;

(c) when manufactured exclusively from molasses, syrup, sugar or other saccharine matter, taken to the distillery in bond and on which no duty of customs has been paid, on every gallon of the strength of proof by Sykes' hydrometer, two dollars and forty-three cents, and so in proportion for any greater or less strength, and for any less quantity than a gallon.

Provided further that when such spirits testing not less than fifty per centum over proof are sold and delivered in such limited quantities as may be prescribed by the Minister of Customs and Inland Revenue to any university or scientific and research laboratory for scientific purposes only, or to any bona fide hospital, certified to be such by the Department of Public Health, for medicinal purposes only, a drawback of ninety-nine per centum of the duty paid may be granted, under regulations to be made by the Minister of Customs and Inland Revenue.

2. Resolved that any enactment founded on the preceding resolution shall be deemed to have come into force on the tenth day of May, nineteen hundred and twenty-one.

Amendments to Special War Revenue Act

Resolved that it is expedient to amend The Special War Revenue Act, 1915, as amended by Chapter 71 of the Acts of 1920, by striking thereout sections 19BB and 19BBB, the several enumerations of goods respectively, and the several rates of excise taxes specified therein, and to provide that the following sections be substituted therefor:

19BB. (1) The following excise taxes shall be imposed, levied and collected on the articles hereinafter specified, namely:

(a) A tax on playing cards for every fifty-four cards or fraction of fifty-four in each package——when selling at twenty-four dollars or less per gross packages, eight cents per pack; when selling in excess of twenty-four dollars per gross packages, fifteen cents per pack;

(2) The excise taxes as imposed by the preceding subsection one shall be payable at the time of importation or when taken out of warehouse for consumption in addition to the present duties of customs or at the time of sale by the Canadian manufacturer, but shall not apply on playing cards when exported, and shall be accounted for to His Majesty in accordance with such regulations as may be prescribed by the Minister of Customs and Inland Revenue.

(3) (a) A tax of thirty cents per gallon on wines of all kinds, except sparkling wines, containing not more than forty per cent. of proof spirits;

(b) A tax of three dollars per gallon on champagne and all other sparkling wines.

(4) The excise taxes as imposed by the preceding subsection three shall be payable at the time of sale by the Canadian manufacturer, but shall not apply to such wines when exported, and shall be accounted for to His Majesty in accord-

(*Continued on page* 86)

CITY OF QUEBEC

PROVINCE OF QUEBEC

What Quebec Has in 1921

Population	116,850
Population of tributary territory	155,000
Total value of assessable property	$114,327,947 00
Total assets	14,265,534 12
City's debt	15,164,177 00
City's area	5,820 ac.
Miles of street	96.4
Miles of sewers	90
Miles of cement walk	35
Miles of water mains	128
Miles of permanent pavements	24.5
Miles of macadam pavements	40
Number of Houses	10,100
Number of Tenements	23,000
Number of Industries	450
Number of Employees	14,500
Steam Railways	9
Steamship, all ocean and inland lines	....
Electric Railway (suburban)	1
Street Railway	1
Mileage of Street Railway	26
Banks and Branches	46
Number of Churches	42
Number of Hospitals	19
Public Parks	9
Number of Public Schools	66
Number of Private Schools and Business Colleges	19
University	1
Technical School	1
Collegiate Institutes	3
Enrollment at School	18,381
Number of Police Officers	131
Number of Firemen	174
Daily Newspapers	5
Number of Theatres	9
Number of Hotels	17

THE GROWTH OF THE CITY

Population

In 1901	68,840
" 1911	78,710
" 1921	116,850

Assessments

Total value of assessable property in 1901	$26,397,309 00
Total value of assessable property in 1911	63,103,510 00
Total value of assessable property in 1921	114,327,947 00

Building Permits

Issued in 1910	$526,498 00
" 1915	2,576,342 00
" 1920	2,301,480 00

PORT STATISTICS

YEAR	EXPORTS	IMPORTS
1915	$ 3,941,303 00	$10,663,787 00
1916	12,828,268 00	17,127,084 00
1917	10,607,145 00	17,045,759 00
1918	17,160,988 00	16,885,730 00
1919	22,868,480 00	18,357,439 00

BANK CLEARINGS

1916	$192,163,703 00
1917	213,505,336 00
1918	238,906,890 00
1919	290,938,483 00
1920	364,589,361 00

INDUSTRIES

Census of 1900

Number of establishments	255
Capital invested	$9,588,739 00
Employees on salary and wages	9,384
Salaries and wages paid	$3,103,578 00
Cost of raw material	7,127,494 00
Value of products	12,779,546 00

Census of 1910

Number of establishments	175
Capital invested	$16,488,303 00
Employees on salary and wages	8,067
Salaries and wages paid	$3,632,199 00
Cost of raw material	8,212,505 00
Value of products	18,933,227 00

Census of 1918

Number of establishments	424
Capital invested	$36,927,434 00
Employees on salary and wages	11,500
Salaries and wages paid	$6,979,516 00
Cost of raw material	16,067,679 00
Value of finish products	38,265,277 00

QUEBEC OFFERS TO MANUFACTURERS

Plenty of fine industrial sites, alongside of the nine railway lines entering the city, and also six miles of deep water frontage.

The finest transport facilities in the Dominion (rail or water).

Plenty of skilled and unskilled labor.

Any amount of electrical power at reasonable rates.

Quebec has also exceptional opportunities for new industries.

For any further information apply to

THE INDUSTRIAL COMMISSIONER,
Board of Trade Building,
Quebec, Canada

The New Budget

(*Continued from page* 84.)

ance with such regulations as shall be prescribed by the Minister of Customs and Inland Revenue.

(5) Every person selling or dealing in the articles upon which taxes are imposed as prescribed by this section may be required by the Minister of Customs and Inland Revenue to take out an annual license therefor, for which license a fee not exceeding two dollars shall be paid and the penalty for neglect or refusal to obtain a license shall be a sum not exceeding one thousand dollars.

(2) That any such tax, costs or penalties may, at the option of the minister, be recovered and imposed in the Exchequer Court of Canada or in any other court of competent jurisdiction, in the name of His Majesty.

(3) Resolved that any enactment founded on the preceding resolution shall be deemed to have come into force on the tenth day of May, nineteen hundred and twenty-one.

19BBB (1) That in addition to the present duties of customs and excise there shall be imposed, levied and collected an excise tax of one and one-half per cent. on sales and deliveries by Canadian manufacturers or producers, and wholesalers or jobbers, and a tax of two and one-half per cent. on the duty paid value of goods imported, but in respect of sales by manufacturers to retailers or consumers the excise tax payable shall be three per cent. and on goods imported by retailers or consumers the excise tax payable on the duty paid value shall be four per cent.

Provided that in respect of lumber an excise tax of three per cent. shall be imposed, levied and collected on sales and deliveries by the Canadian manufacturer and further excise tax will not be payable on resale.

Provided also that the taxes specified in this section shall not apply to sales or importations of:—

Bread;—flour and oatmeal when in packages weighing not less than forty-eight pounds each; animals living; live poultry; meats and poultry, fresh; milk, including buttermilk; cream; butter; cheese; oleomargarine, margarine, butterine, or other substitutes for butter; lard, lard compound and similar substances, made from animal or vegetable stearine or oils; eggs; vegetables, fruits, grains and seeds in their natural state; hay; straw; hops; nursery stock; chicory, raw or green; bees; honey; sugar; molasses; other farm produce sold by the individual farmer of his own production; ice; fish and products thereof not canned or medicated; ores of metals of all kinds; fuel of all kinds; gold and silver in ingots, blocks, bars, drops, sheets or plates unmanufactured; British and Canadian coin and foreign gold coin; logs and round unmanufactured timber; fence posts, railroad ties, pulpwood, tan bark, and other articles the product of the forest when produced and sold by the individual settler or farmer; newspapers and quarterly, monthly and semi-monthly magazines and weekly literary papers unbound; materials for use only in the construction, equipment and repair of ships; ships licensed to engage in the Canadian coasting trade; calcium carbide; electricity; gas manufactured from coal, calcium carbide or oil for illuminating or heating purposes; materials for use solely in the manufacture of oleomargarine or any substitute for butter or lard or for the production of collolene; artificial limbs and parts thereof; artificial eyes; donations of clothing and books for charitable purposes; settlers' effects; War Veterans' badges; memorials or monuments erected in memory of soldiers who fell in the Great War; articles imported for the use of the Governor-General; articles imported for the personal or official use of Consuls General who are natives or citizens of the country they represent and who are not engaged in any other business or profession; Bibles, prayer-books, psalms and hymn-books, religious tracts, and Sunday-school lesson pictures, and the Governor in Council shall have power to add to the foregoing list of articles exempted from the excise taxes on sales, as he may deem it expedient or necessary to exempt from the said excise taxes.

Provided further that the excise taxes specified in this section shall not be payable on goods exported, or on sales of goods made to the order of each individual customer by a business which sells exclusively by retail, under regulations by the Minister of Customs and Inland Revenue who shall be sole judge as to the classification of a business; and a drawback may be granted of ninety-nine per cent. of the said taxes paid on materials used, wrought into or attached to articles exported.

(2) That the Minister may require every manufacturer, producer, wholesaler or jobber to take out an annual license for the purposes aforesaid, and may prescribe a fee therefor, not exceeding two dollars, and the penalty for neglect or refusal shall be a sum not exceeding one thousand dollars.

(3) That any such tax, costs or penalties may, at the option of the Minister, be recovered and imposed in the Exchequer Court of Canada or in any other Court of competent jurisdiction, in the name of His Majesty.

(4) That the provisions of this resolution respecting a tax on sales shall be deemed to have come into force on the tenth day of May, nineteen hundred and twenty-one, and to have applied to all goods imported or taken out of warehouse for consumption on and after that day, and to have also applied to goods previously imported for which no entry for consumption was made before that day.

Proposed Amendment to Valuation Sections of Customs Act

Section forty of the said Customs Act is amended by adding thereto the following clause,—"such value in no case to be lower than the wholesale price thereof at such time and place," and by adding thereto the following subsection:

(2) Provided that the value for duty of new or unused goods shall in no case be less than the actual cost of production of similar goods at date of shipment direct to Canada, plus a reasonable profit thereon, and the Minister of Customs and Inland Revenue shall be the sole judge of what shall constitute a reasonable profit in the circumstances."

Section fifty-nine of the said Customs Act is amended by adding thereto the following subsection:

(6) Notwithstanding any of the provisions of this section, in computing the value for duty of the currency of an invoice, no reduction shall be allowed in excess of fifty per cent. of the value of the standard or proclaimed currency of the country from whence the goods are invoiced to Canada, irrespective of the rate of exchange existing between such country and Canada on date of the shipment of the goods, and in respect of goods shipped to Canada from a country where the rate of exchange is adverse to Canada, the value for duty of the currency of the invoice shall be computed at the rate of exchange existing between such country and Canada at the date of the shipment of the goods.

Annual Meeting Held

Financial Statement of Canadian Consolidated Rubber Company, Limited, is Approved

At the annual meeting of the Canadian Consolidated Rubber Company, Limited, held in Montreal towards the end of April, the financial statement for 1920 was presented and approved. Net sales during the year increased to $26,675,513 which compares with $22,162,978 in 1919 and $18,785,640 in 1918. The president states in his report that net sales were higher than any previous year.

After deducting all expenses, including cost of goods, selling and general, depreciation, interest, etc., operating income amounted to $1,287,167 as compared with last year's $1,751,507 and $1,604,851 in 1918. When preferred dividends had been deducted the surplus remained at $1,077,167 as compared with $1,541,512 in 1919, and $1,394,862 in 1918. With addition of previous balance there is a sum of $8,319,475 to be carried forward. This compares with $7,242,308 in 1919, and $5,700,796 in 1918.

OPEN HEARTH STEEL SHEETS

STELCO
THE STEEL COMPANY OF CANADA LIMITED

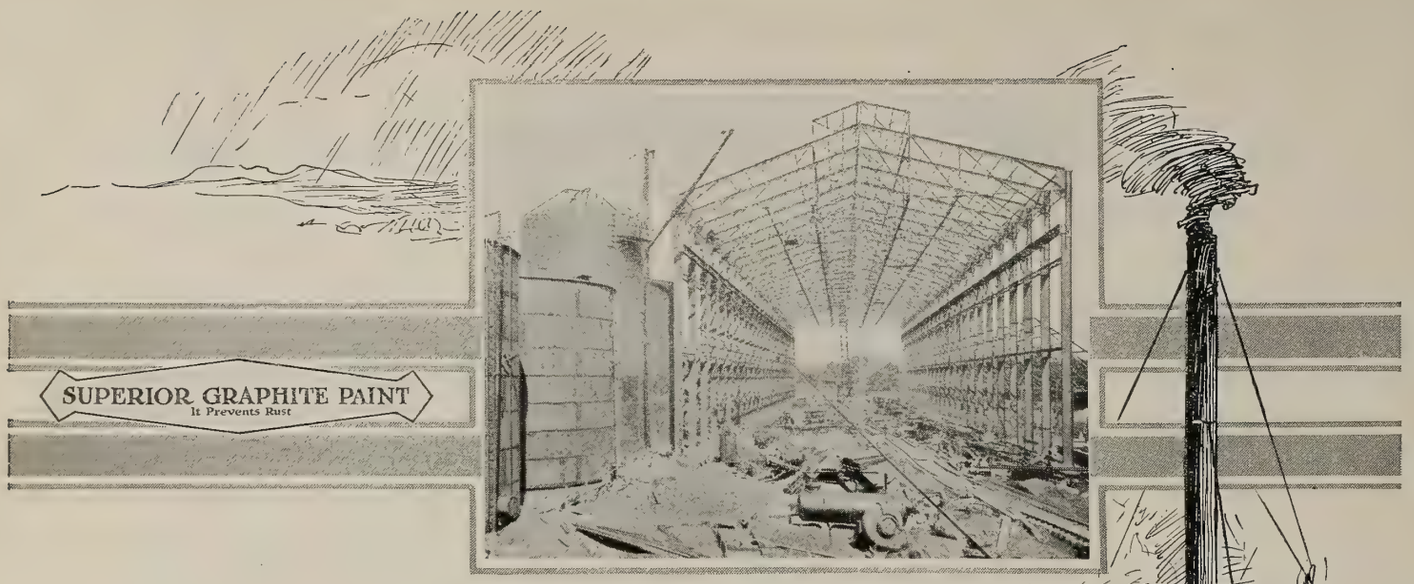
Blue Annealed
and
One Pass Cold Rolled
Box Annealed

Produced, from iron ore to the finished product, in our own plant

THE STEEL COMPANY OF CANADA LIMITED

Submit your specifications. Shipment can be made promptly

HAMILTON MONTREAL



And a World Used Product Springs From a Rusting Smokestack



About thirty years ago the watchman on the job at a graphite property in Northern Michigan, mixed a bit of powdered graphite with linseed oil and painted a rusting smokestack.

Many months later it was noticed that rust action on this stack had been checked; that this crudely made paint had proven durable—was standing up.

Analyses showed that this graphite ore possessed properties not hitherto associated with graphite as a paint pigment. As a result, the output of this mine is used exclusively as the basic element in the manufacture of ***Superior Graphite Paint.***

Superior Graphite Paint affords positive protection for structural steel and all metal surfaces, because of the tough, elastic, and wear-resisting nature of the film produced with this unusual form of natural amorphous graphite.

You are safe in using ***Superior Graphite Paint.*** Back of this statement stands its service records for a long period of years as a protective coating. It is one of the dependable line of ***Degraco Paints.***

Specifications on Request

DOMINION PAINT WORKS, LIMITED

Makers of
Degraco Paints, Varnishes, Enamels
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Montreal
Quebec
Toronto

Winnipeg
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[66]



Sta-White— *a pure white, light-reflecting oil paint for industrial interiors. It stays white. The mill white you can rely upon.*

Superior Graphite Paint—*a protective coating for structural steel, bridges, metal roofs, stacks and all metal surfaces.*

Degraco Paints, Varnishes and Enamels *are made in all colours for interiors and exteriors, for every service requirement.*

Degraco Brick and Concrete Paints—*for interiors and exteriors. Concrete Walls, Floor Paint, Floor Hardener, Damp-proofing.*

Degraco-Tone—*an oil paint in flat finish for interior use on plaster walls, woodwork, wall board, concrete, tile, metal ceilings.*

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The Pioneer Appraisal Organization of Canada
ESTABLISHED 1905

"An adjustment of fire insurance in accordance with existing values is a universal necessity. It is to be feared that many people who now believe that they are properly covered against the fire risk are, in reality, inadequately covered. Moreover, realization of these facts is by no means general."—The Chronicle.

More than 85% of the detailed expert appraisals made during the past fifteen years of Canadian manufacturing and other properties throughout the country have been carried out by us, aggregating some 4,500 properties.

Our staff, which numbers more than 60 employees, is thoroughly experienced in every line of industrial appraisal service.

Correspondence Invited

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Cutting Costs--But Not Profits

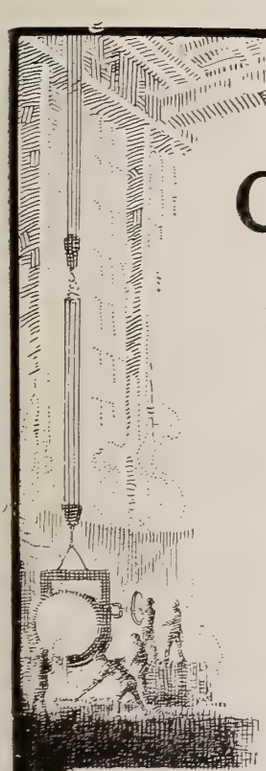
How to decrease manufacturing costs to meet ruling market prices----that is the problem of the manufacturer to-day.

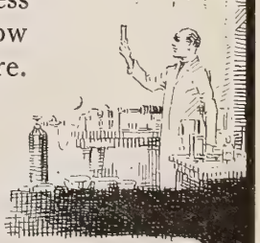
Buyers offer less than his cost-plus-a-profit price---and the market is with them.

What is the solution?

It has been our privilege to point the way out to many manufacturers. After investigation, generally we can suggest the substitution of a less expensive raw material, the utilization of a by-product that is now straight waste, or some money-saving change in the process of manufacture.

Let us investigate YOUR factory practice, test YOUR materials, analyze YOUR product, and we will make confidential suggestions that will be invaluable to you to-day.





MILTON HERSEY COMPANY, LIMITED
Industrial Chemists, Engineers and Inspectors
MONTREAL AND WINNIPEG

Trade Agreement With West Indies

THIS agreement was entered into on the 18th day of June, 1920, and was to become effective after approval by the respective Legislatures of the countries signatory to the agreement. This agreement supersedes the agreement of 1912 which applied only to a restricted list of goods on which a preference of one-fifth was granted and some of the colonies were not parties thereto.

All of the West Indian Colonies are parties to the new agreement, namely: Barbados, British Guiana, Trinidad, British Honduras, Leeward Islands (Antigua, St. Christopher-Nevis, Dominica, Montserrat, and Virgin Islands), Windward Islands (Grenada, St. Vincent and St. Lucia), Bermuda, Jamaica, and the Bahamas.

Products of the British West Indies, except tobaccos and alcoholic liquors, may be imported into Canada subject to one-half the duties payable on similar goods from foreign countries; greater preferences are provided for sugar, cocoa beans, lime juice, arrowroot, cocoanuts, grape fruit and onions. The new preferential tariff rates on goods from the British West Indies are effective at Custom Houses in Canada on and after May 10th, 1921.

Barbados, British Guiana and Trinidad agreed to admit Canadian products at one-half the duties applied upon foreign goods. The British Guiana preference went into effect on December 7th, 1920. The Trinidad preference for Canadian goods went into effect in April, 1921. Barbados has not yet ratified the new agreement, and in the meantime the importations into this colony from Canada are subject to preferential treatment as provided for in the former agreement.

British Honduras, the Leeward Islands and the Windward Islands agreed to admit Canadian products at two-thirds the rates of duty applied upon foreign goods. British Honduras made this preference effective from October 12th, 1920; Grenada from November 23rd, 1920, and St. Vincent from January 24th, 1921. St. Lucia, the remaining island of the Windward group has approved of the agreement but has not yet introduced tariff schedules giving effect thereto. The Leeward Islands have not yet notified their approval of the agreement and in the meantime importations into the Leeward Islands from Canada are governed by the terms of the old agreement.

Bermuda and Jamaica agreed to admit Canadian products at three-fourths the rates of duty applied upon foreign goods. Jamaica has ratified the agreement but so far has not introduced tariff schedules giving the benefit of preferential treatment to Canadian products. Pending such action imports from Canada, with the exception of cotton piece goods, are dutiable on importation into Jamaica under the general tariff. Bermuda has not as yet ratified the agreement.

The Bahamas agreed to give a preference of 10 per cent., but they have actually made the preference 25 per cent.

Full particulars as to the tariff schedules of these colonies and in regard to the invoice requirements for Canadian shipments into the British West Indies are obtainable promptly from the Association's Tariff Department.

Agricultural Implements

London Company After Agencies for Canadian Products in Europe

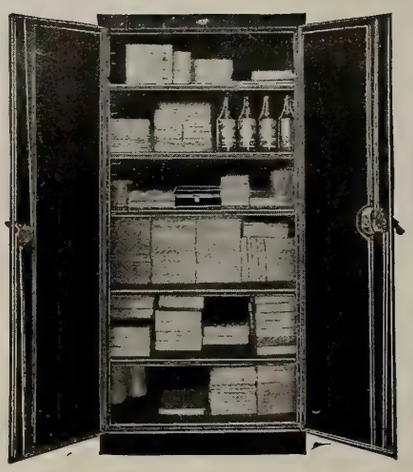
A RECENT visitor to the head office of the Association was Mr. A. J. Hollis, managing director, Bevan, Churchill & Co., Limited, merchants and bankers, London, England. The company have also a branch office, under the management of Mr. F. M. Raphael, in Bank of Nova Scotia Building, St. James Street, Montreal, and Mr. Hollis has been spending some time there. The company are anxious to get in touch with Canadian manufacturers of agricultural implements with a view to representing them in Europe. Any implement manufacturers interested are invited to get in touch with the manager of the Montreal office.

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That is exactly what is provided by both

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Made in Canada

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Dennisteel Cabinets are unequalled for office use for storing of papers, stationery etc. They are fireproof, dustproof, and provide safety from the meddler and petty thief.

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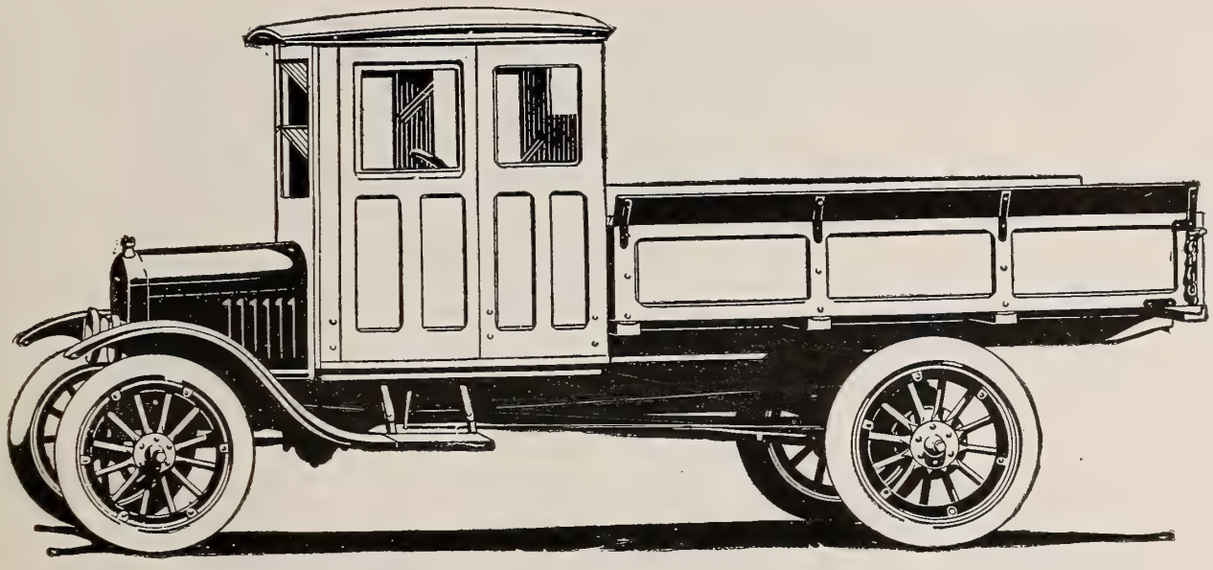
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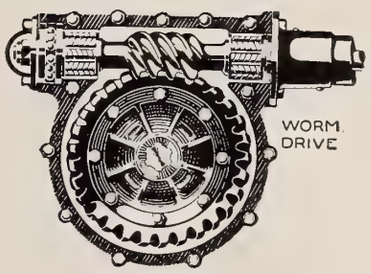
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OFFICE AND FINANCE

What Canadian Banks Can Do to Assist Exporters

By G. F. TOWERS

Superintendent, Foreign Trade Department, Royal Bank of Canada

As one whose position brings him into close connection with all details relating to the financing of export business, Mr. Towers is well qualified to furnish authoritative information on the subject. The present article is a reprint of a portion of an address delivered before the Canadian National Export Club at the organization meeting in Toronto, on April 27th, 1921. Those manufacturers who are interested in developing their export business will find many valuable suggestions in Mr. Towers' remarks. —THE EDITOR.

NO country is fully organized for export trade unless it possesses adequate banking facilities. I am told you would be interested in hearing something of how we in Canada are equipped in this respect. Before touching on that subject, it is almost necessary to say something about the usual methods of export financing, although I have no doubt that the branches of this subject are ancient history to you.

The methods of financing exports are usually classified under four heads: There is first the buyer who send his remittance with his order. I am speaking purely from theory here, for I do not know of any such buyers, and I have never heard of any of them addressing mail to Montreal. There is next the buyer who obtains his goods on open account. This is mainly the case between buyers and sellers whose organizations are in some way connected. It may also be the case between people who have long done business with each other. I will not say any more about this method, because it is new business rather that we are all considering at the present time. We next come to purchases which are financed by the buyer establishing a confirmed letter of credit in favor of the seller.

A Satisfactory Method

Now this is a very satisfactory method of doing business for any exporter. He is assured of receiving payment and knows if he conforms in detail to the requirements outlined in the letter of credit, that he will receive his money, and the transaction will be closed. Drafts drawn under confirmed letters of credit are cashed by the negotiating bank without recourse to the maker, who is thus relieved from all worry. The definiteness and unassailability of confirmed credits have received unmixed support from various high courts in the United States in recent cases, where buyers have endeavored to escape their obligations.

Unfortunately in the normal times to which we are returning, only a proportion—probably a small proportion—of business is financed by means of these safe and attractive letters of credit. The financial end of the majority of export transactions is covered by drafts of the seller on the buyer, which the seller places with his bank on a collection or discount basis. Here we come right into the centre of the bank's functions in export trade.

The main financial support given to exporters by the banks is through the medium of this discounting of the exporter's drafts on buyers in foreign countries. A certain proportion of drafts are sent through on a collection basis, but this involves the tying up of capital for some considerable period—a thing which most exporters do not want and cannot afford to do. If export business could only develop on that basis, then much export business would have to go by the board. We are taking stock at the present time of our facilities not only for keeping but for gaining new business during the years to come. What will Canadian banks do on the subject of discounts? What financial assistance are they prepared to give?

I feel very strongly that the general ideas on this subject are not clear enough, and that everyone has not the necessary grasp of the principles which govern discounts—stamping one man's requests reasonable, another's unreasonable.

Much trouble can come out of this. I know of one case where a Canadian manufacturer who had hitherto not undertaken any export business received a good order from a Latin firm in the South. Every bank report spoke favorably of this firm. The Canadian firm, therefore, accepted the order, and consented to draw at thirty days' sight. The goods required special manufacture. This was gone ahead with. Now we come to the unfortunate point in this transaction. The Canadian firm had not discussed the matter with its banker, who, when he was approached, was found to be unwilling to discount their draft. The Canadian firm could not understand it. They had read endless articles urging Canadians to develop export trade. They understood, and quite rightly, that the extension of moderate credit to buyers in other countries is necessary, and when their banker refused them his support, it seemed to them that one branch of our Canadian organization had failed them, and had left them in an exceedingly bad position. The answer is that the Canadian firm had overestimated their resources. Their domestic business was as large as they were entitled by their capital resources to conduct. And if, owing to their inexperience, or to the troubles which may arise in any transaction with a far distant country, the goods were refused, and the draft left unaccepted, the bank which had discounted it would have found itself in an unenviable position. True, the merchandise would have been under its control—but far off, and realizable on only at a loss which might degenerate into a sacrifice. And unless its recourse to the maker of the draft was productive of satisfactory results, this bank would find itself as creditor in a slow loan, instead of the possessor of a quickly liquidating security. It would be indeed lucky to come out of the transaction without a loss.

Risks of Discounts

Under whatever conditions discounts are made, some risk attaches to them. I do not care whether the bills are clean or documentary—whether the goods evidenced by documentary bills are staple merchandise or high-priced articles of luxury—the risk is there, though it naturally varies greatly. A bank will discount a client's documentary bills where it would not take his clean bills. It will discount his documentary bills covering wheat, where it would not discount them if they covered aigrettes or perishable foodstuffs. But it will never discount any draft unless the capital of the drawer warrants the assumption that he is able to stand any loss which might arise out of the transaction. There might be cases where a bank would not discount drafts to the full value of the goods, but would discount them if they represented only a certain percentage of the invoice value. This eliminates a certain amount of the risk. A bank discounts short term drafts more readily than long term drafts, for every day taken from the term of the draft lessens the chance of the occurrence of some unforseen event which would be productive of loss. A bank will discount drafts on good houses more readily than it will on those of less assured standing.

But wherever we go, and whatever variations we find in the attractiveness

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THE CANADIAN BANK OF COMMERCE

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607

of drafts from the discounting banker's point of view, we come back in the end to the fact that the client's resources are the bank's main security. Banks are trustees of their depositors' funds, and unless they are satisfied that they are incurring no undue risks they cannot let go of their money. I seem to have made a great many qualifications and reserves, but they are made for the sake of the clear understanding which is so necessary, and they should not obscure the fact that to the full extent of their powers Canadian banks are ready and willing to assist foreign business. I believe that the banking facilities that we enjoy in Canada in this respect are equal to any in the world. We have not the open money markets of New York or London, nor the rediscount facilities that some countries enjoy, but we have instead a centralized banking system which ensures that such funds as the country possesses shall be available at the point where they are needed. And up to the present these funds have been adequate for our purposes. That being so, I do not think we have needed an open money market, one of whose chief virtues is that it attracts surplus funds from all over the country; in the case of the London market, from all over the world. No money market, however, will give up its funds for paper which does not bear the name of a firm with adequate resources. And anyone who could not discount his drafts with his bankers in Canada would find himself in no better position if he tried to sell his paper in New York.

Misunderstandings are liable to arise on the subject of discounts, because opinions vary on the question of what legitimate requirements consist of. For that reason it is advisable for anyone who contemplates exporting, and who knows he will want to discount his drafts, to have a clear arrangement to that effect with his banker beforehand. Though this may seem obvious, the incident I have referred to a few minutes ago is witness to the fact that this procedure is not followed in all cases.

The Question of Currency

A rather controversial subject that I would like to mention is that of the currency in which drafts should be drawn. Many of our export transactions have been phrased in American dollars, and this has given rise to a certain amount of dissatisfaction among our customers. Certain importers abroad are familiar with the fact that a premium exists on United States funds in Canada and have a feeling that when they pay for a Canadian shipment in U. S. funds, the premium is an addition, and a considerable addition, to the profit of the seller. I believe that receiving quotations in American dollars is an advantage for them, and that if they clearly understood the situation they would not complain. England and the United States do a far larger business all over the world than we do, and sterling, and to a lesser extent United States dollars, are widely quoted and dealt in on all the exchange markets of the world. In any market where business is done on such a scale, you get quotations down to a very fine point. Now, if a drawee in a far-off country comes to cover a draft drawn in Canadian dollars, he is going to find, if he goes into the thing thoroughly, that the exchange rate which the bank will name is less fine than it could have given for sterling or U.S. dollars. The bank does not receive the up-to-the-minute quotations on Canadian exchange which it does on the others. Payment in one of the well-known currencies is entirely to the advantage of the buyer, and this fact should be emphasized.

As far as the British West Indies and British Guiana are concerned, what I have just said does not apply, because Canadian bank branches in those places are naturally in an excellent position to sell Canadian exchange. To these places, then, our exporters should certainly send quotations in Canadian funds.

The establishment of shipping connections between Canada and many countries of the world now makes it possible for our exporters to quote c.i.f. I am sure it is superfluous for me to point out how much more attractive it is for a prospective buyer to receive quotations c.i.f. his home

port, rather than one f.o.b. some place or port in Canada. If he receives two reasonable offers, one c.i.f., the other f.o.b., it is ten to one that he will take the former, since he knows exactly what that is going to cost him, and does not have to waste time in figuring out the cost, insurance and freight from Canada to his country.

Services Banks Can Render

The next branch of the subject I have in mind is the service which banks can render exporters. First and foremost is the service of effecting collections. There is as much difference between good and bad collection service as there is between black and white. An exporter who entrusts his documentary drafts to a bank wants to know that they will be instantly forwarded to destination, and promptly presented for acceptance or payment; and especially he wants to feel that, if the draft is unaccepted or unpaid, the bank will deal with the goods intelligently according to his instructions, or cable for instructions where none have been given. If good service is not given in these cases, an exporter is liable to hear, some weeks after, that his draft is unaccepted, his shipment refused, and his goods lying on the dock incurring charges. I do not think Canadian exporters are liable to have things like this happen to them. Where Canadian banks have no branches they usually have excellent correspondents. I feel I must refer especially here to the British Empire. In every country of the Empire, Canadian banks either have branches or they have as correspondents the strongest and most prominent banks of the country concerned. This is important, because we are probably looking more to the wide fields of the British Empire for new markets than we are to any other territory.

Another and very important service rendered by banks is the provision of credit information on foreign firms. No export shipment which calls for any extension of credit can be made to an unknown house. And it is undoubtedly most satisfactory to have the report on the prospective buyer come from a source which can be looked on as reliable, and whose views on strength and security can be regarded as conservative and coinciding with our own. The Canadian banks which have foreign branches abroad are naturally in a peculiarly good position to render credit information service covering the countries in which they are established. I do not want to stress any one bank too much, but I have to refer here to the information that the Royal Bank has on firms in the British West Indies and British Guiana, territories with whom this country has concluded a broad preferential agreement, and with whom we are conducting a steadily growing trade. In the Royal Bank we have reports on the vast majority of these firms already in our files, and it needs only a request to have us obtain full information on others. The Bank of Montreal, through its affiliation with the Colonial Bank, and the Bank of Nova Scotia, and Canadian Bank of Commerce through their branches, are also in a position to give Canadian exporters service in this respect. In general, your banks can obtain good credit information for you in regard to most firms in the world.

Department of Information

The last branch of service I want to discuss is a more or less recent development. I refer to the establishment by the leading banks of special departments of information and service. In the United States and England they are very strong on these, and have found them exceedingly useful. Their advertised functions vary. For some you will see that they can supply the names of buyers in foreign countries, can give data on foreign markets, tariffs and condiitons, and do various other things. I am of course prejudiced, but I think the best system is the one which avoids as far as possible giving lists of names, but tries instead to place sellers only in touch with buyers who would be interested in hearing from them. If a firm comes to us and says that it wants to sell such and such a thing in the British West Indies, or South America, for example, we give them our opinion on the possibilities, and we have our manager in the South get

Our Bond Department

This Bank has a complete Bond Department always at the service of clients. Constantly in close touch with financial markets, this service is invaluable to anyone contemplating investment of large or small amounts.

We deal in strongly protected securities, such as Government and Municipal Bonds.

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The Merchants Bank
of Canada

Head Office, MONTREAL **Established 1864**

Paid-up Capital	$ 10,500,000
Reserve Fund and Undivided Profits	9,743,375
Total Deposits (April 30th, 1921)	154,911,487
Total Assets (April 30th, 1921)	190,367,409

President: Sir H. Montagu Allan, C.V.O.
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399 Branches in Canada extending from the Atlantic to the Pacific, of which 149 are in Ontario, 47 in Quebec, and 180 in Western Canada.

NEW YORK AGENCY, 38 Wall Street 167

Experienced Banking Service



A PERFECT commercial banking service is only evolved by experience. A bank's value to its customer increases proportionately with the widening of its knowledge.

The Union Bank has been engaged in commercial banking for more than half a century and has attained a clear perception of its duties to the banking public.

UNION BANK OF CANADA

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FOR SALE OR FOR RENT

Trustees' sale of valuable, downtown warehouse properties in the City of Winnipeg

PARCEL 1.—Warehouse and property located at 185-187 Market Street East; 99'x99.2'; highly modern, five-storey warehouse of stone and solid brick mill construction; 60,000 square feet, unexcelled business location, with trackage at rear. Possession given 1st July, 1921, or earlier. PRICE AND TERMS ON APPLICATION.

PARCEL 2.—100'x100' valuable vacant wholesale site, being lots 11 and 12 St. John plan 45, known as 170 and 172 James Street; ideal trackage facilities at rear and immediately behind parcel 1; splendid location in the heart of the city. Price per foot.....$500.00.

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TEXTILE EXPERT WANTED

For Department of Customs and Inland Revenue, Ottawa; salary $3,000 per annum, plus bonus. Wide experience required in textile industry, also knowledge of textile values and of systems of counts used in classification and computation of manufacturing costs of various fabrics in countries exporting goods to Canada.

For information and application forms apply to Civil Service Commission, Ottawa. Closing date for filing application forms May 26th, 1921.

Civil Service Commission.

in touch with firms there, not to make any definite arrangements—for that is impossible—but to find out if the local firms are interested in hearing from the Canadian firm. If the matter is an urgent one, we can usually suggest some names without writing South, but anyone who is seriously thinking of commencing export business can usually afford to wait the few weeks which a letter and reply require. In general, we are prepared to render any reasonable service and fulfill any request. When I say reasonable, I mean almost anything, because we have not yet found that anyone has asked us something which we could not at least try to do. One thing we have always stressed—and I think you will agree with me that we are right—is that an attempt to commence business by correspondence is a difficult and perhaps an unsatisfactory thing. I know that it is sometimes necessary, and that everyone cannot afford to take a trip to a prospective market. Where they can, it is by far the best way, and Canadian business men who go abroad will find that Canadian bank branches, or Canadian bank correspondents, are there to assist them wherever they go. I think that these service departments of our banks have really been of service. I know one of them at any rate that has passed a great many thousand dollars' worth of orders on to Canadian manufacturers, who have filled them, and—what's more—have received cash for them. Such departments have during the last year or two had a peculiar situation to deal with. Until about a year ago, it was foreign importers who were writing us, asking for the names of sellers, and Canadian firms who were themselves too busy to accept new business. Now, when more goods are available, foreign conditions are not what they were. In spite of that, however, business is done.

Good Profits Shown

Price Brothers and Company, Limited, Issue Statement for Four-Month Period

Price Brothers & Company, Limited, Quebec, have issued a statement covering four months from the beginning of November to the end of February. The period covered by the report includes, with the exception of November, the period when the highest price for newsprint was ruling. In the early part of December the price was fixed at 6½ cents per pound for the first quarter of the year and in March the first reduction was made to cover the second quarter. The statement is therefore not a reliable criterion of the business to be done by the company over the whole of the current year, and is not also easily comparable with the business done throughout 1920.

The remarkable prices obtained during the period covered by the report is shown in the fact that profits amounted to $1,135,450, against $2,055,782 for the full year ended February, 1920.

After necessary deductions the balance available for common dividends was $993,458, or equal to 2.32 per cent. for the four months and 6.96 for the full year. Since February 28th, however, the price of newsprint has been reduced to 5½ cents per pound, or from $130 to $110 per ton. It is not understood, therefore, that the result of the current year will show up as well, unless reductions in cost of operations are correspondingly shown.

The liquid position of the company is strong at $3,780,183. Fixed assets are higher by $28,000,000, inventories are up $400,000, the cash item is unchanged, but an item of $750,000 Victory bonds in the 1920 statement is missing, being replaced by advances of $842,947. Bank loans are reduced; accounts payable are up 1½ millions.

The National Shipbuilding Company, Limited, of Goderich, Ontario, sustained a loss on May 4th when their boiler shops were completely destroyed by fire of an unknown origin. A considerable amount of flax stored in the building was also destroyed. The total loss will be about $100,000 of which about $75,000 is covered by insurance.

A Message to Canadians

ONLY by increasing the sale of Canadian commodities can we avoid increasing our foreign indebtedness. Never, even in war time, was it so essential to increase our exports.

A DUTY falls on manufacturers to produce articles of a quality and price that will compare favorably with foreign makes, and on our agricultural interests to increase production.

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Total Resources $550,000,000

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For the immediate satisfaction of your customers and for your own ultimate satisfaction buy

THE ALLIGATOR BRAND GOODS

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REGISTERED TRADE MARK MADE IN CANADA

Always in stock a large assortment of

Trunks, Bags
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An Optimistic Outlook

Successful Year Reported at Annual Meeting of Imperial Bank of Canada

"Gradually matters will adjust themselves, and when they do there will come to us an era of prosperity such as we have never seen."

These encouraging words were embodied in the address which Mr. Peleg Howland, president of the Imperial Bank of Canada, delivered at the forty-sixth annual meeting of that institution on May 25th. And they were based not only on his own observations as a business man and a banker, but also on the reports of the bank's branch managers scattered over six of the nine provinces comprising the Dominion. In order, however, to facilitate the desired readjustment, he urged "the utmost care in public and private expenditure, particularly that of a capital nature." And then made this trite remark: "It is time, I would say, for cautious optimism." Mr. W. Moffat, the general manager, during the course of his address also incidentally dealt with the country's financial situation, and besides pointing out the necessity of a drastic decrease in Government expenditure, urged, in order that the burden of public debt might be lightened, increased immigration of desirable settlers.

The financial statement submitted to the shareholders indicates that the management of the Imperial Bank practises what it preaches. Banks, like mercantile and industrial firms, are affected by the general financial conditions obtaining in the country. The Imperial Bank, however, by a wise blending of caution and enterprise, came through the fiscal year ended April 30th in a way that should be reassuring to the public as well as gratifying to the shareholders of the institution.

Profits for the year were $1,287,061, thus permitting a repetition of the previous year's action in paying, besides a dividend of 12 per cent., a bonus of 1 per cent., or 13 per cent. in all. Besides the sum involved in these payments to shareholders, the usual contributions were made to officers' guarantee fund, to pension fund, and $125,000 in Government taxes, leaving the sum of $1,171,839 to be carried forward to profit and loss balance, an amount in excess of the previous year by $109,561.

That the bank has strengthened its position financially is evident from the condition of its assets. Cash holdings alone amount to $30,604,850, a sum equal to about 30 per cent. of the bank's total liabilities to the public, while total liquid assets are equal to 52 per cent. of the latter. In liabilities to the public there was a decrease. Total assets now amount to $128,376,612. This is the highest total experienced in the history of the Imperial Bank, and is an increase in ten years of over 101 per cent. and in twenty years of over 478 per cent. The bank's reserve fund, standing the same as the previous year at $7,500,000, or $500,000 in excess of the capital, is 30 and 305 per cent. greater than in 1911 and 1901 respectively.

A particularly interesting feature of the bank's deposits from the standpoint of the public, is the increase of $9,120,945 which has taken place in savings deposits during the year. Total deposits (interest and non-interest bearing), standing at $99,125,011, establishes a new high record, and show a gain in ten years of $52,620,519 and of $83,609,255 in twenty years.

Largely as a result, as the general manager points out, of increased advances to grain dealers, grain farmers, and cattlemen, commercial loans, amounting to $61,975,400, increased during the year by $1,504,457. As the bank, in making advances to this class of borrowers, is cautions in its selection, the loans so made are held by the management to be among its safest. During the year there was a net gain of eleven in the number of the new branches opened by the bank.

Thorne, Mulholland, Howson & McPherson

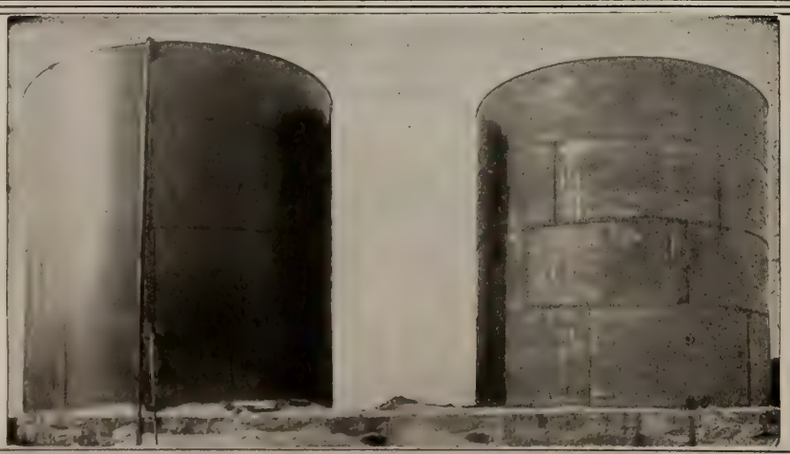
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Reorganization Planned

National Brick Company of Laprairie, Limited, to Increase Capital Stock

The National Brick Company, of Laprairie, Limited, Montreal, have issued a circular to the bond and shareholders of the company, telling of plan for the reorganization of the company. Two new by-laws will be submitted to a special meeting to be held June 15th. The first by-law will effect an increase in the capital stock of the company from $2,000,000 to $5,500,000 by the issuance of 35,000 shares of $100 par value, 7 per cent. cumulative preferred shares, dividends being cumulative from May 1st, 1921. This stock shall rank in a winding up, both as regards capital and dividend, in priority to the common shares. Preferred shareholders shall have the right to elect a majority of the directors, but not minority directors. Bondholders will convert their bonds presently outstanding into 7 per cent. cumulative preferred stock.

The second by-law is to create an issue of 6 per cent. 30-year first mortgage bonds to an amount not exceeding $750,000, said bonds to be secured by the trust deed of hypothec mortgage and pledge upon the company's properties, the deed to be in favor of the Quebec Savings and Trust Company as trustees for the bondholders.

A special meeting of bondholders is called for 3 p.m., June 15th, and of shareholders at 2 p.m.

Brandram-Henderson, Limited

Annual Report for Year of 1920 Shows Company in a Satisfactory Position

The annual report of Brandram-Henderson, Limited, for the fiscal year to December, 31st, 1920, is the first one of the larger paint companies to make its appearance. Along with all other lines of industry, the paint companies had to contend with difficult conditions during the last half of the year 1920, but the board consider the position of the company warrants their recommendation of a continuance of the present dividend of 7 per cent. on the preferred and 5 per cent. on the common stock, payable quarterly during the year.

The profit and loss accounts show that the profits for the year amounted to $120,835, which, with the surplus arising from the revaluation of properties of $449,544 together with the balance of $639,027 brings the total amount at credit of profit and loss account up to $1,209,407. Out of this sum have been paid dividends on the preferred stocks $35,000 and on the common stock $48,500 and interest on the first and consolidated bonds of $59,935. The following appropriations have also been made: Reserve for depreciation, $7,500; war tax, $20,965; reserve for stocks of merchandise, $140,000. This leaves the total amount to be carried forward to profit and loss account $897,506, as against $639,027 at the end of the previous year.

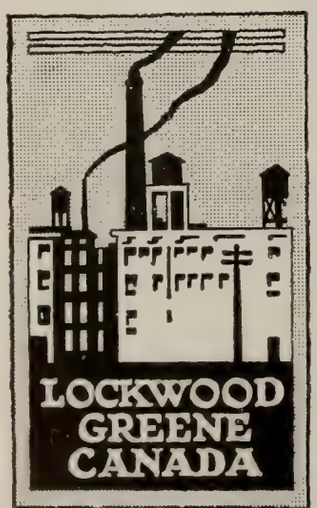
A comparison of the assets and liabilities as at December 31st, 1919, with the figures for the year 1920, shows that while there has been a comparatively small decrease in the current assets during the year, the gain in fixed assets has been so large that the surplus has been increased by $258,479.

Annual Report Issued

Monarch Knitting Company, Limited, of Dunnville Increase Their Reserves

The Monarch Knitting Company, Limited, Dunnville, Ontario, have issued their annual report for the year ended December 31st, 1920. After making the usual charges for depreciation and valuing inventories at prevailing market prices, the company have a balance of $79,905 to carry forward, which brings up the reserve to $1,005,123. The regular dividend of 4 per cent. on the common stock for the year 1920 has been declared.

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Ship Repair Work

Over Three Hundred Vessels Handled by Yarrows Limited in Seven Years

In the accompanying photograph there are shown a number of vessels undergoing repairs at the yards of Yarrows Limited, Victoria, B.C. The firm of Yarrows Limited, who are associated with the Glasgow firm of Yarrows & Co., Limited, builders of destroyers and shallow draft vessels, have their shipbuilding and ship repair plant at Lang Cove, Esquimalt Harbor, adjacent to the site of the new Government drydock, now under construction. The yard occupies an area of 8 acres and is specially equipped to cope with ship repair work, the facilities of the plant having been steadily improved upon and added to.

At the present moment the Grand Trunk Pacific Steamship Company's passenger steamer *Prince Rupert* (3379 tons) is being repaired and refitted after being totally submerged in Swanson Bay for two and a half months. This is one of the biggest repair jobs ever handled in the Northwest. It is progressing very favorably and it is expected that the work will be completed well within the time allowed in the contract.

During the seven years that Yarrows Limited have been located at Esquimalt they have handled over 300 different vessels, the aggregate gross tonnage amounting to approximately 693,500 tons. These vessels include a number of warships, two submarines, steamers, sailing vessels, tugs, lightship, whaling vessels and a number of yachts. Two aeroplanes have also been repaired at their works.

The company's marine railway can accommodate vessels up to 315 feet long and 3,000 tons displacement. Larger vessels up to 480 feet are docked in the Esquimalt Graving Dock adjacent to their yard. The wharf, which is 600 feet long, can berth vessels on both sides and is fitted with electric power, water and compressed air. It is also equipped with sheerlegs capable of lifting 60 tons.

Floating equipment, consisting of a floating crane of 10 tons capacity, floating compressed air plant, oxy-acetylene and electric welding equipment, is always ready in case it is needed and it can be towed out to repair ships at anchor. In addition there is an up-to-date machine shop, boiler shop, joiner shop, pattern shop, foundry, blacksmith shop, coppersmith and pipe shop, electric department, welding and galvanizing plant.

New Hamilton Industries

Coffield Washer Company and Fuller Brush Company Establish Canadian Branches

Two new branch industries that have come to Hamilton are the Coffield Washer Company and the Fuller Brush Company. The former manufacture electric washers for domestic laundry purposes and at the start are employing about twenty-five hands. They are a branch of a firm of the same name who have their head office and a large plant at Dayton, Ohio. For the present the Canadian company will secure most of their parts from the parent organization and assemble them in Hamilton, but after the Canadian market has been developed it is their intention to manufacture in Hamilton on a much larger scale. For the present they have leased approximately 10,000 square feet of floor space in the building of the Duro Aluminum Company on Park St. North.

The Fuller Brush Company are the Canadian branch of a large concern of the same name at Hartford, Connecticut, and are manufacturers of twisted-in-wire brushes. They have leased a portion of the plant of the Canadian Cartridge Company for fifteen months only, their intention being to look around, secure a suitable site and erect a building suited to their own requirements as soon as building conditions approach normal.

One feature of the Fuller Brush Company is their method of merchandizing. They do not sell to jobbers or wholesalers, but direct to users. District offices are established in all centres of population and representatives go out from these offices and make a house to house canvass for orders.



Shipbuilding and Ship Repair Plant of Yarrows, Limited, Victoria, B.C.

Province to Make Cement

Ontario Legislature Votes One Million Dollars for Erection of Plant

The Ontario Legislature has voted $1,000,000 to provide for the erection of a provincial cement plant. According to F. C. Biggs, Minister of Public Works, it is intended to proceed with the erection of a one-unit plant having a capacity of 300,000 barrels a year. The object is to supply cement at cost for municipal development, but if the municipalities for any reason fail to place their orders with the Government, the provincial works would be capable of absorbing the total output of the factory, since it requires this amount each year to resurface roads. It is estimated that the municipalities outside of Toronto require from 200,000 to 300,000 barrels of cement a year, while in the city from 50,000 to 60,000 barrels are used annually. If the demand justifies it, the new cement plant can be extended into a two-unit one with a production of 700,000 barrels a year.

It is not the intention of the Government to enter into competition with private concerns on the open market, but it desires to provide a reliable source of supply for municipal and provincial needs. The location of the plant has not yet been settled.

Another Branch Company

Weaver Manufacturing Company of Canada, Limited, are Coming to Chatham, Ontario

Another branch company, the Canadian organization of the Weaver Manufacturing Company, makers of garage and shop equipment, of Springfield, Illinois, have decided to locate a plant in Chatham, Ontario. The Canadian company, who will be known as the Weaver Manufacturing Company of Canada, Limited, are building a new plant on a two-acre site adjacent to the C.P.R. tracks. The plant for the present will occupy about 4,000 square feet, but the company expect to enlarge this as they take on their full line of equipment to manufacture in Canada.

Manufacturing operations are starting about the first of June with a force of from twenty to twenty-five men. At the outset the articles to be made are garage presses, auto ambulances, "New Way" jacks, and tire changers. When the organization is developed other lines will be taken on and the company will be making their complete line in Canada before the end of the year.

The company's officers have not been elected at the time of writing, but they will probably consist of the following: I. A. Weaver, president; G. E. Weaver, vice-president and treasurer; Chas. F. Hodgson, secretary, and R. G. Stoehr, local manager.

Belt Dressing Factory

Bowden Brothers of Toronto are Establishing a Plant on Primrose Avenue

Bowden Brothers, of Toronto, are establishing a factory on Primrose Avenue by the C.P.R. tracks for the manufacture of belt dressing, rope filler, etc. The plant is 24 x 72 feet, one-storey brick, with an addition of 20 x 24 feet. It will be in operation about the first of June with about six employees. Different grades of dressing for transmission and conveyer belts as well as rope filler for drives will be made. The capacity is one ton a day.

J. William Bowden and C. Wilson Bowden are the members of the firm. The former will act as sales and general manager and the latter will have charge of manufacturing.

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Are Making Brick

Lakeside Clay Products, Limited, Developing Clay Deposits of Okanagan Valley

Development of some of the clay deposits in the Okanagan Valley is being undertaken by Lakeside Clay Products, Limited, a firm with head office at Vernon, British Columbia, and works at Okanagan Landing. The organization commenced business late last season and succeeded in burning only one small kiln of brick. They expect to do more this season and have been getting their machinery in shape for active operations, which started early in May.

At present the products of the company will be brick for building, as this offers the easiest means of development and is the simplest and easiest handled product made from clay. As the company get on their feet they will take up other lines, as the clay is really too good for ordinary brick.

The plant at present has one brick-making machine complete with crusher, mixer, cutter, etc. A gasoline engine supplies the power. When working at full capacity the plant will turn out between 1,600 and 2,000 bricks an hour. The bricks are wire cut, the cut being lengthwise of the brick.

A report from the Imperial Institute, London, England, pronounces the clay to be of a very high grade. Analysis indicate that it is suitable for any class of clay product except the finest whitewear, as the presence of a certain proportion of iron causes coloration in burning. The clay will make all kinds of pottery, terra cotta, building and drain tile, floor tile, roofing tile, etc. It is of exceptionally fine texture and seems to contain practically all the ingredients required for working and burning.

Lakeside Clay Products, Limited, employ from eight to ten men and are capitalized at $50,000. The provisional officers are: G. T. Reinhard, barrister, president; Louis J. Ball, manager the *Vernon News*, secretary-treasurer; Richard Curtis, architect, managing-director, and Frank Mitchell, prospector and mason, director.

Ranges and Furnaces

Beeby and Aikins, Limited, of Ottawa, Incorporated as a Manufacturing Company

Beeby and Aikins, Limited, of Ottawa, have been incorporated under Dominion charter, with an authorized capital of $500,000, to manufacture "Unity" ranges and furnaces. Patents have been secured on the gas burner which is the special feature of the range, and arrangements for manufacture are now under way. John H. Beeby is president and general manager of the company. The offices are at Suite 202, Jackson Building, Ottawa.

Are Making Progress

Nipigon Fibre and Paper Mills, Limited, Now Operating Eight Three-pocket Grinders

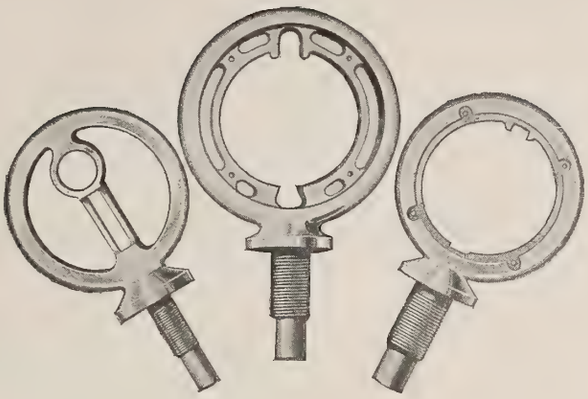
The Nipigon Fibre and Paper Mills, Limited, who were organized last year, are now operating eight thee-pocket grinders in their plant at Nipigon, Ontario, and expect to have twelve in operation by the end of the summer.

The mill is operated throughout by electricity. The grinders are run in tandems of two by 1,000 h.p. motors for each set, which give plenty of power and steady running. All machinery in the plant is operated by individual direct connected motors.

The company control over 1,500,000 acres of land with one of the finest growths of spruce in Ontario. They have railway sidings from the C.N.R. and C.P.R. and a wharf on Lake Superior from which they can load ocean-going steamers.

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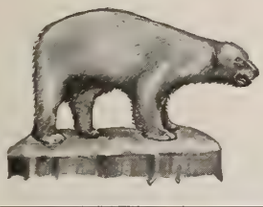
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Making Gas Heaters

Fournier Manufacturing Company, Limited, are a New Windsor Industry

The Fournier Manufacturing Company, Limited, of Windsor, Ontario, are a recent addition to the industries of the Border Cities. They have a plant with floor space of 6,500 square feet fully equipped with machinery, including a large electro-plating establishment. They are going into large production plating work in this department and now have it on a thorough-going basis.

They are also manufacturing the "Ideal" gas water heater in two types, the cast iron disc for natural gas, and the copper coil for manufactured gas. Along with this line they will make a number of traps and other plumbing supplies. They are also taking a certain amount of production machine work from the automobile plants and other industries in the vicinity.

The Fournier Manufacturing Company employ from twenty-five to fifty hands. They are capitalized at $50,000 and have the following officers: R. M. Fournier, Windsor, president; S. J. Webster, Detroit, vice-president; N. F. Wray, Windsor, secretary; C. B. Smyth, Detroit, treasurer, and Col. E. S. Wigle, Windsor, solicitor.

Branch Company for Cobourg

Bastian Brothers, Limited, Making Complete Line of Celluloid Advertising Novelties

The old custom-house building at Cobourg, Ontario, has been purchased by the Bastian Brothers Company, of Rochester, New York, for a manufacturing building and operations have already commenced. The Canadian company has been formed under the name of Bastian Brothers, Limited. They are employing about twenty people in the manufacture of a complete line of celluloid and metal advertising novelties, celluloid buttons, ribbon badges, etc. T. C. Bastian is president of Bastian Brothers, Limited; Thomas Wibby is vice-president; F. J. Bastian, treasurer, and E. W. Bickle, secretary and manager.

Federated Press, Limited

Montreal Printers Purchase "Belgo" Building to Provide for Increased Business

The Federated Press, Limited, of Montreal, have purchased the "Belgo" Building on Bleury Street, below St. Catharine Street. for $167,500. The building was completed in 1912 and is of solid concrete and brick, containing eight storeys and basement. It possesses approximately 50,000 square feet of floor space and is lighted from three sides.

The Federated Press, Limited, have had to enlarge their premises several times since commencing business in 1909. The company state that the present purchase is expected to provide for their increased business.

Acquire Acton Plant

J. W. Hewetson Company, Limited, Brampton, Extend Their Shoe-making Business

A shoe factory at Acton, Ontario, built for the Reliance Shoe Company of Toronto, has been taken over by the J. W. Hewetson Company, Limited, of Brampton. The plant is a three-storey building, 40 x 130 feet. The J. W. Hewetson Company will use it for manufacturing children's shoes by the welt-stitched process. The capacity is one thousand pairs a day, and the company expect to be employing fifty hands by the first of January, 1922.



Class "FL-1" Steam Driven Air Compressor, with Single Stage Air Cylinder fitted with "Circo" Leaf Inlet and Outlet Valves. The Steam Cylinder is fitted with a Balanced Piston Valve. This forms a compact and self-contained unit, requiring a very simple foundation

Bulletins K-302A and K-306 describe class "FL" Compressors in detail.

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Class "FL-1" Single Stage, and Class "FL-2" Two Stage, Straight Line, Steam Driven Compressors, are equipped with Balanced Piston Steam Valves, permitting exceptionally high operating economy under ordinary conditions, and have the added advantage of allowing full use to be made of high steam pressures and super-heat when available.

The Piston Valve, being perfectly balanced, requires little driving power, is sensitive to control, easily lubricated, and has a very lengthy life. After long service you replace a valve chest bushing instead of buying a new cylinder.

Other "FL" features are enclosed construction, excluding dust and preventing oil leakage, automatic flood and force feed lubrication, efficient air cylinder design, and noiseless valve action.

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Match Block Factory

W. W. Powell Will Have Plant Operating at Nelson, B.C., in July

By the end of July a match block factory will be in operation in Nelson, British Columbia, employing from 30 to 40 operatives, and turning out about a car of product a day for the eastern market, W. W. Powell, the match block manufacturer, stated to the *Nelson Daily News*.

Mr. Powell formerly operated in Spokane, under the name of the Idaho Pine Match Block Company, selling out his company in 1919. Knowing that a great deal of white pine from the West Kootenay was converted into match splints in the east, he looked this territory over, and is now completing arrangements for a plant here that will consume from 8,000,000 to 10,000,000 feet of white pine annually.

A site has beeen secured from the C.P.R. on the waterfront below the foot of Stanley Street, on which a factory building 140 by 60 feet, of frame construction, will be built. It will rest on concrete posts which will penetrate the ground one yard. Adjoining the building will be a storage yard capable of holding 1,000,000 feet of pine lumber. This, or the main portion of it, will rest on piling.

Within the factory there will be the working floor, which will carry the machinery, and a storage floor overhead to hold the product, which will be loaded in box-cars in bulk by gravity through a chute.

T. H. Waters & Co. have the contract for putting up the factory building. Some of the machinery will be from the P. B. Yates Company of Hamilton, some of it will be brought up from Spokane, some will come from Vancouver and some will be made by the Nelson Iron Works. The plant will cost about $25,000. The city will furnish the electric current, from 150 to 250 horse-power being required.

Mr. Powell has established a white pine yard with spurs at Nakusp, having contracted for all the white pine cut of the Nakusp Lumber Company for this season. He has also contracted for the white pine cut of the Lingle & Johnson mill at Slocan City for an equal period.

All the raw material will come to Nelson by rail, and the product will be shipped from Nelson by rail. The raw material consists of white pine two-inch planks. This will be cut into lengths as required to fill different orders, the direction of the grain being counted as the "long" way, while the width will be the width of the plank. The blocks will be sorted by hand, to remove those showing knots, stain, cross grain or heart. The residue, constituting standard match blocks, are then ready to move to market to be converted into splints by the regular manufacturers of matches.

Mr. Powell has rented an office in the Gilker block. He will probably operate under his own name, in preference to employing a company name.

Outside of a few expert hands, whom he will have to bring in, Mr. Powell states he will employ local labor exclusively.

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The plant and equipment of the Peerless Rubber Company, Carlaw and Eastern Avenues, Toronto, have been purchased by the Transparent Rubber Goods Company, Limited. The plant is on a lot 110 x 130 feet and at present thirty hands are employed. The company, however, are starting the erection of a new building which will have a floor space of 10,000 square feet, and on its completion they will need from seventy-five to one hundred employees. When the new plant is finished they will manufacture balloons, finger cots, soothers, and surgeons', household and linemen's rubber gloves.

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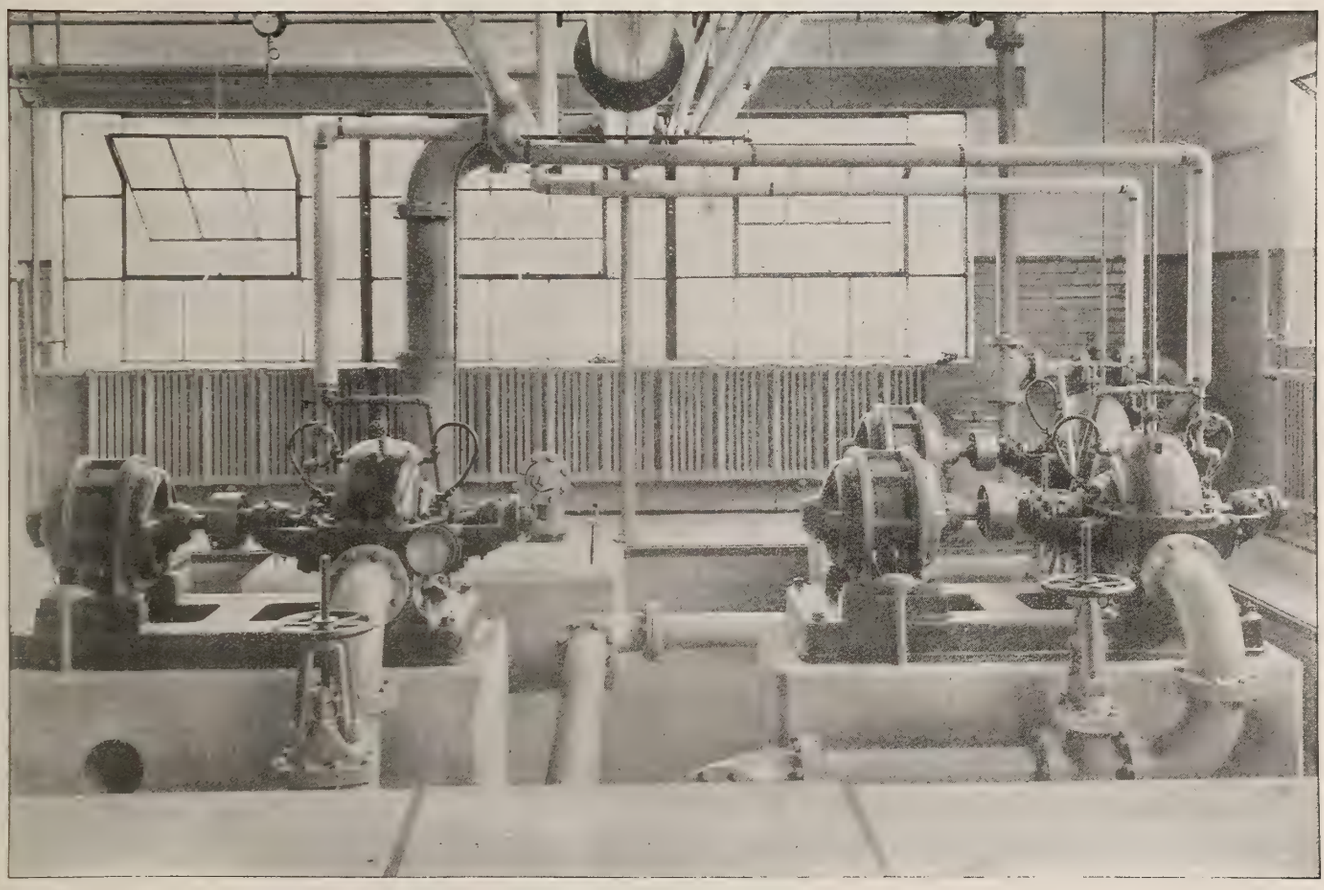
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A nationally advertised United States invention, the "Rid Jid" ironing board, is to be manufactured at Ingersoll, Ont., by a new company known as the Rid-Jid Company of Canada. The principals in the firm are G. C. Ellis, manager of the Ellis Furniture Company, in whose plant the board is to be manufactured, and Herbert Swallow of the Ingersoll File Company. Mr. Swallow will have charge of the sales department and Mr. Ellis will supervise the plant.

The board is of an especially practical design, being of such construction as to enable a lady's skirt to be given full clearance beneath the ironing surface of the board, which feature in itself is an important one. The material is made from British Columbia spruce because of its strength and lightness. Its weight is fourteen pounds or less—it will fold up to a thickness of two and a half inches and can be stood out of the way in any small closet. Another feature of the board is that it will support one hundred and fifty-three pounds on its open end without tilting or giving way, and yet there is no particular support underneath that end, so that such articles as skirts may not be obstructed.

The intention of the company is to turn out one hundred boards a day at the outset, increasing this number as business warrants it. It is probable that other wooden necessities will be added to the lines manufactured at the Ellis plant in the future.

Have Good Profits

Mattagami Pulp and Paper Company, Limited, Issue Statement on Seven Months' Operations

The Mattagami Pulp and Paper Company, Limited, have sent to the shareholders a statement of their operations covering the seven months ending December 31st, 1920.

"But to the necessity of carrying on construction during the year and the handicap of high labor and material costs, your company was unable to participate fully in the extremely profitable markets prevailing during the summer months," says Duncan Chisholm, the president. "The operations for the year, however, have resulted in a substantial profit, and by utilizing same your directors have been able to place your company in a most efficient operating position, with inventories, logging operations, etc., written into the balance sheet at most conservative figures, both as regards quantities and unit costs."

Net profits resulting from the company's operations for the period in question amounted to $1,091,779.18, from which must be deducted interest on bonds, debentures and bank loans amounting to $187,423.56, leaving net profits after interest charges of $904,355.62, from which has been written off to depreciation and other reserves $369,934.52, leaving net earnings after interest and depreciation of $534,421.10. From this surplus there was deducted losses arising from the operation of the company's plant during its construction period and for depreciation of inventories, etc., amounting to $346,352.96, leaving a balance carried forward to profit and loss account, as at December 31st, 1920, of $188,068.14.

During the year the company's plant at Smooth Rock Falls, Ontario, comprising mill, water-power development and townsite, has been completed to a balanced production of 45,000 tons of easy bleaching sulphite pulp per annum. All construction is of the most permanent nature and the mill is equipped to produce easy bleaching sulphite pulp of the highest quality at the lowest possible cost.

McCulloch Bros. of Debert Station, Nova Scotia, are erecting a wood-working plant where they will manufacture finished lumber, making a specialty of resawing, planing and matching. They are starting operations almost immediately.

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The Municipal Loan Fund in Upper Canada*

By J. MURRAY, M.A., LL.D., K.C.

THE terrible collapse of Russia, where many of the pernicious fallacies, loudly advocated in Canada, were put into practice with disastrous results has, when rightly interpreted, many needed lessons for us. The conditions in Russia are, however, different from those in Canada, and the genius and traditions of the Slav quite different from those of the Anglo-Celt, so that perhaps we can learn more readily the lessons we need from our own long history and varied experiences.

Since the beginning of the present era of waste and extravagance I have often felt there is much to learn from the forgotten experience of our fathers with what was called the Municipal Loan Fund. The author of this disastrous scheme was Sir Francis Hincks, one of the outstanding public men of that day. He had in some respects genuine ability and, in matters which he understood, rendered considerable useful public service, but he was an idealist and a theorist without any practical grasp of the rigorous laws and unyielding facts of finance. He was patriotic and well-meaning, but his patriotism and good intentions did not save the country from the inevitable consequences of his scheme which those able to think clearly on matters of finance perceived from the beginning. He possessed in an eminent degree that fatal fluency of persuasive speech with which so many of our politicians are endowed, and swayed the people for whom he expressed, and probably felt, sincere devotion, with superficial catchwords and glittering generalities not founded on the stern realities of economic laws. The confidence he inspired only enabled him to do infinitely more mischief than would otherwise have been caused by his scheme, and did not protect the people from the losses and distress resulting from disregard of sound business principles.

The enterprise was inaugurated with great eclat on the 10th November, 1852, by the statute known to lawyers as 16 Victoria, Cap. 22, which provided credits for the municipalities of Upper Canada, now Ontario, on certain terms and conditions.

The municipalities were to pass by-laws which were advocated by the demagogues of that day.

Upon the passing of such a by-law as was provided for, the municipality borrowed the money specified from the province which, in turn, borrowed from abroad. Those who warned the people that borrowed money would have to be repaid with interest were denounced as pessimists. By-laws were passed in many municipalities, and those who shouted for lavish expenditures, for the time being, prevailed. It was not popular to point out that permanent prosperity could not be achieved by spending borrowed money. Indeed, as was said by an observant contemporary, no one in those days could be elected a poundkeeper in certain parts of this province unless, to use his own picturesque language, "he shouted with both hands for the Loan Fund."

The moneys were borrowed and spent, but the day of inexorable reckoning duly arrived. Some municipalities could not, and some would not, pay the interest due the province, but the province had to pay the interest due its creditors and to raise the necessary funds by taxation. On the 1st of January, 1873, less than twenty-one years after the scheme was started with a great hurrah, there were arrears amounting to $12,628,657.05. We now talk in billions, but in those days debts amounting to over $12,000,000 were serious. The municipalities, where wise counsels prevailed, and which had not borrowed from the Fund, complained that they were compelled to pay heavy taxes to meet the interest on moneys in respect of which other municipalities were in default.

Speaking on the subject in 1873, Sir Oliver Mowat (Mr.

*This article, which appeared in the Transactions of the Ontario Historical Society, is re-published by special request in these columns. It tells the story of an unfortunate experience in municipal finance in what is now the Province of Ontario, which may furnish a lesson for the present day.

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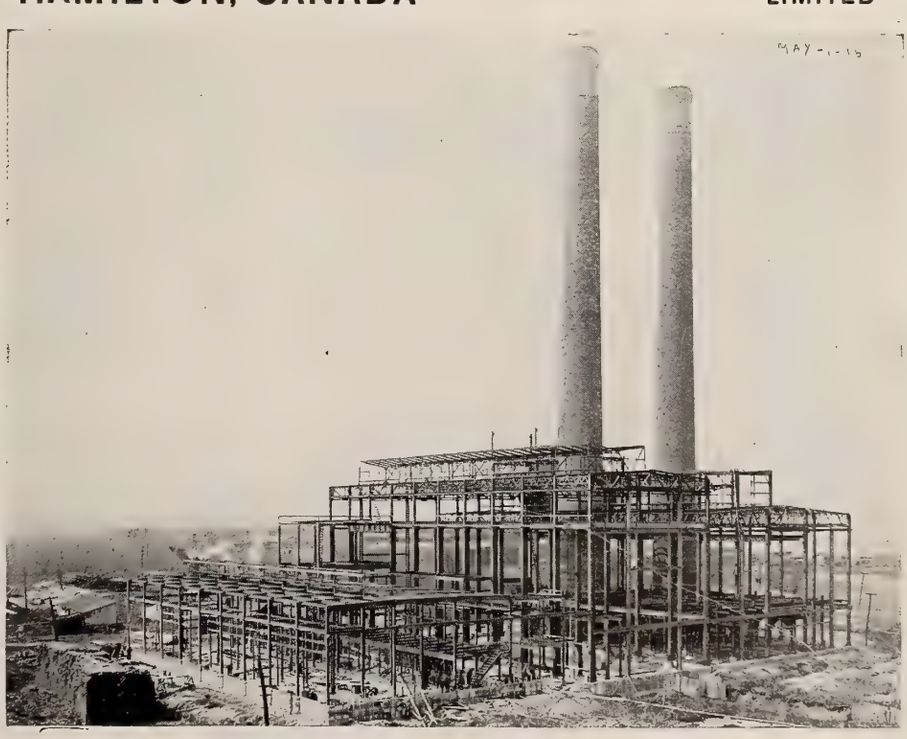
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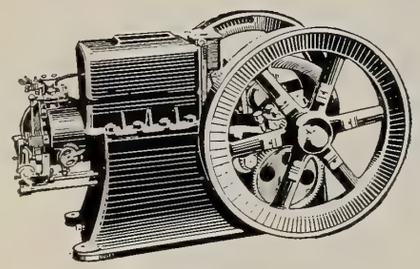
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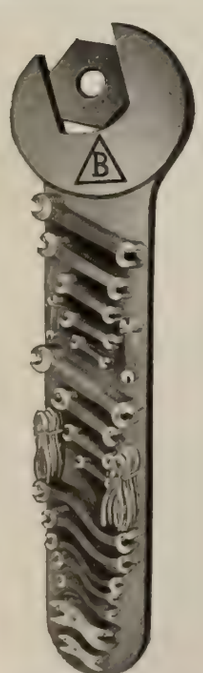
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Oliver Mowat he then was) said: "The effect was to diminish the value of municipal securities generally, and to corrupt the moral sense of the people with reference to moral obligations." Sir Oliver Mowat did not overlook the material loss, but rightly regarded the moral loss as tremendously more vital.

In several Ontario constituencies candidates appealed and, sad to relate, appealed successfully for support on the ground that they would defy the Government to collect the amount due in respect of such loans, and the disastrous habit was formed of repudiating just obligations.

This habit persists and fundamentally is of the same nature as the act of the Germans in regarding the treaty guaranteeing the neutrality of Belgium as a "scrap of paper."

The United States Constitution forbids legislation impairing the obligation of a contract; but in Canada, apart from the power of Disallowance, the security against such vicious legislation depends largely on the "moral sense of the people with reference to moral obligations."

In dealing with this subject one of our ablest jurists made the significant remark that our Provincial Legislatures within the sphere of their jurisdiction "are bound by no law, human or divine." This constitutes an additional reason why the statesmanlike and sagacious observation of Sir Oliver Mowat should be studied by the present generation.

The injustice of making the thrifty and wisely-guided municipalities pay for the default of those who had been misled by the demagogues of the day, was so keenly felt that the plan was devised of forgiving certain municipalities which had borrowed more moderately, reducing the indebtedness of those which had borrowed heavily, and of voting $3,388,777.40 to be distributed among the other municipalities. The total net loss to what is now Ontario was over $13,000,000, though the taxpayers had been solemnly assured the province would not lose a cent.

Of the first class was the Town of Woodstock, which borrowed $100,000. The authoritative comment made about twenty years after in regard to Woodstock was: "Its investment became an entire loss and the work in aid of which the stock was taken has been abandoned, and there is no probability it will ever be revived. The company is hopelessly insolvent and the whole undertaking has collapsed never to be revived."

The loss was assumed by the province and the debt of Woodstock cancelled by the Municipal Loan Fund Act.

In the second class was St. Catharines, which borrowed more heavily. Only part of its indebtedness was cancelled and the municipality had to pay the balance of $160,571.52. The muunicipality loaned $166,000 of borrowed money to six local companies. In the official return it is stated as to four of these: "No revenue derived and stock worthless." As to the fifth, the record is: "Road sold by sheriff in 1862." All these enterprises which ended in disaster had been only ten years before confidently commended to the electors by those who guided the destinies of the municipality and boasted of their devotion to the interests of "the people."

Toronto was not affected by the prevailing madness of the time and did not borrow from the Municipal Loan Fund, and, in consequence, received a considerable sum ($165,984.08) in the final distribution.

On inquiring as to the reason for this good fortune, I find that in 1852 Mr. John George Bowes, a successful wholesale merchant, was Mayor of Toronto. Indeed, for many years thereafter the municipal affairs of Toronto were directed by men of high reputation and large calibre who each had made a success of his own business. The list of the mayors of Toronto during those years included John Beverly Robinson, George William Allan, William Henry Boulton, Oliver Mowat and William Barclay McMurrich, who each did his part in laying deep and true the foundation of Toronto's prosperity and greatness.

In Hamilton, the demagogues of the day won, though the borrowing was not from the Government but from British investors. In less than ten years Hamilton made default and could not pay the coupons which matured on 1st July, 1861. This, it will be observed, is less than ten years

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after the by-laws authorizing the expenditures were carried with great enthusiasm.

The municipal authorities of Hamilton requested the Government of the Province of Canada, which then included what is now Quebec, to come to the rescue and to save the credit of the country. The interest was paid by the Government of the day. On the 6th March, 1893, the Dominion, as the successor of the late Province of Canada, filed a claim before the Board of Arbitrators appointed to deal with the accounts as between Ontario, Quebec and the Dominion arising out of Confederation; Ontario acknowledged liability for the amount which a few years later was paid by this province, nearly half a century after the folly of the fifties.

There were further defaults, judgments were recorded against the corporation, and in 1863 Hamilton was in the hands of the sheriff. The levying of a rate to pay its creditors was delayed by the zealous City Clerk who took the books, assessment rolls, etc., to White Sulphur Springs (now Clifton Springs), in the State of New York, beyond the jurisdiction of the Canadian courts.

The time so secured was wisely utilized by the able City Solicitor, Mr. Burton, afterwards Mr. Justice Burton, who negotiated a compromise with its creditors afterwards embodied in "The City of Hamilton Debenture Act, 1864," 27-28 Vic., Chap. 72, assented to on 30th June, 1864. This statute passed by the Parliament of the late Province of Canada recited a petition of Hamilton representing that the city had issued debentures for £104,600 sterling, and £91,470 currency, in all nearly a million dollars for various objects "which from various causes have proved to be unremunerative"; also debentures for about another million dollars, for waterworks (substantially constructed under the direction of the late Mr. T. C. Keefer), and for "other local improvements, from none of which is any adequate return at present received." The petition of Hamilton stated that there were "considerable arrears of interest," "judgments," "much litigation," and that "the finances of the Corporation have consequently become embarrassed."

The statute authorized debentures payable in 30 years (1894) at a reduced rate of interest (gradually, however, to be increased), which the creditors, or at least a majority of them, were willing to accept.

By the City of Hamilton Debenture Act of 1893, 56 Vic., Cap. 65, the City of Hamilton was authorized to renew some of these debentures for a further period of 40 years, i.e., until April, 1934.

An elaborate report on the Municipal Loan Fund, prepared by the Hon. E. B. Wood, was presented to the Ontario Legislature and printed as Sessional Paper No. 8 of 35 Vic., 1871-2, and the details of the scheme by which the Fund was wound up appeared in the Sessional Papers of 1874, No. 13. Both of these historic Sessional Papers are worthy of careful study by all interested in, and especially by all responsible for, the financial affairs of Ontario municipalities.

A few years after this closing of the matter, viz., in 1883, when the details were fresh in the minds of all, the results were described as follows: "Important sections of the province were retarded in the march of improvement and property there was depreciated in value."

It is to be borne in mind that before the disastrous Municipal Loan Fund was inaugurated, Upper Canada was making steady and indeed rapid progress. It was being settled by an energetic population, and, before the retardation above referred to, was making as satisfactory progress as, for instance, Ohio. The fact that some Ontario municipalities have now to pay about double the rate of taxation in such Ohio cities as Cleveland, is a serious handicap in the keen competition we must shortly face.

Some of the lessons to be gathered from a consideration of the history of the Municipal Loan Fund are:

(1) That moneys borrowed or guaranteed by municipalities as well as by individuals must be repaid, and with interest.

(2) That permanent prosperity cannot be founded upon the extravagant expenditure of borrowed money.

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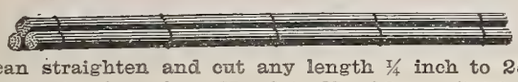
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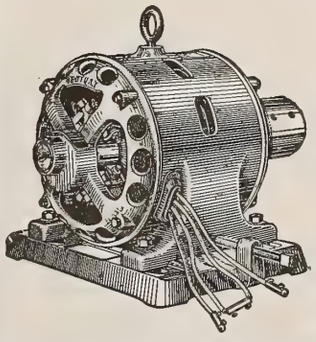
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popular, and professional politicians, who can bring great pressure to bear upon the authorities, are able, in the present state of the public mind, to secure more votes by advocating the expenditure and waste of public moneys than by advocating the saving thereof. For the time being, economy is unpopular, but, judging from the experience above referred to, this will not last many years, because the time for repayment of the moneys now being borrowed with interest is arriving with sure and steady foot.

Many people are at present under a complete misapprehension as to the effect of such public debts and are acting under the delusion that they can throw the burden of taxation upon other people. They forget that all taxes must, with exceptions which are not really important, be paid by the producers and consumers. The producers, in order to continue to produce, must throw the burden of such taxation on the consumers who ultimately must certainly pay. Sound reasoning should convince everyone that the burden of taxation caused by the prevailing extravagance will be seriously increased and that such taxation will inevitably increase the present high cost of living. This, however, will certainly appear by experience, and it may safely be stated that in a very short time extravagant expenditures of public money will not be popular in this country.

People have not yet sufficiently reflected on the fact that now, as in the days of the Municipal Loan Fund, as a general rule (of course there are exceptions), it costs a municipality or other public body from 30 to 60 per cent. more than a private company to do the same amount of work. One of the reasons for this is that a glib talker can often secure the management of public business without much regard to his competency.

An iluminating example occurred some years ago in Toronto. According to the opinion of an expert alienist, the speech of a candidate for the office of Mayor contained evidence of incipient insanity and the alienist predicted that the candidate would be in the asylum in so many months, and added that the speech containing the evidence of insanity would elect the candidate Mayor. The candidate was in an asylum within the time specified, and died there, but after the speech, animated by the undue optimism of incipient insanity, the voters elected him Mayor. The people of Toronto are still paying the penalty in the shape of burdensome taxation, and will continue to pay to the third and fourth generation.

Generally, people pay little heed to a waste of from 30 to 60 per cent., but do express some temporary alarm when there appears a waste of public money of from 90 to 95 per cent. of the amount expended. It is well, therefore, to emphasize that, as in the case of the Municipal Loan Fund, the grievous burden caused by such waste is largely borne by the small property owners and by consumers in general. Very few benefit by the waste of public money; but whether they realize it or not, the mass of the people ultimately pay and then wonder why the cost of living is so high. The cost of living must, of necessity, become higher and higher until the prevailing waste and extravagance are replaced by thrift and economy, the excessive exodus from the farm to the city checked, indeed, superseded by a considerable movement from the city to the farm, and production, especially of foodstuffs, greatly increased. Sooner or later the majority of the people will discover that the plans of the agitators to throw the heavy burden of taxation on others are futile. We shall all, sooner or later, if not by logic, then by stern experience, learn that if we sow the wind we shall reap the whirlwind.

In the case of a private company the consequences of waste and extravagance speedily manifest themselves, and if competent management is not provided, insolvency ensues. There is no patient taxpayer to make good any deficits that may result from lack of foresight or energy, or from disregard of business principles. But economic laws are as inexorable as the laws of chemistry, and, after all, no more in public than in private matters can people escape the consequences of their acts, and that is the real lesson of the Municipal Loan Fund.

Far-sighted men perceived the results of what was proposed, and warned the people. In the course of years what they said was proved true. Similar warnings now go unheeded; the

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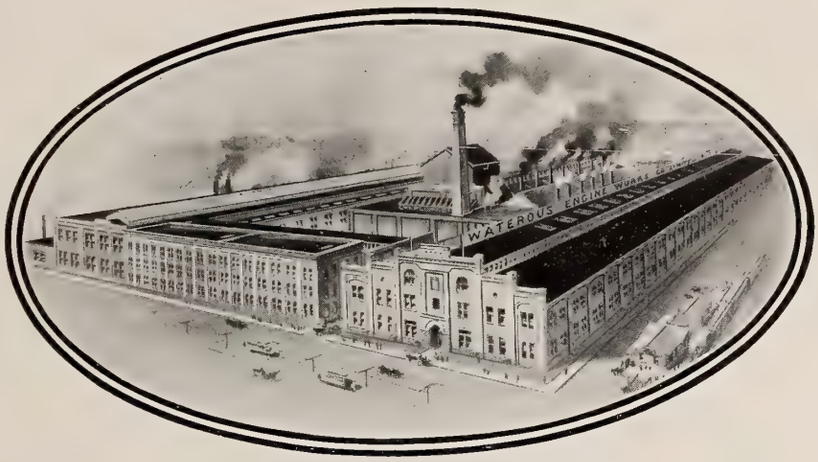


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exhortations of the Minister of Finance to "work and save," and similar warnings by his predecessor, Mr. Fielding, are by many (perhaps at present by the overwhelming majority) treated with unconcealed derision. We profit less than we should from the lessons of history, but we of this generation will again learn for ourselves that the consequences of waste and extravagance can by no devices be avoided.

Made-in-Hamilton Train

Visit of Hamilton Manufacturers to Western Canada Postponed to September

The tour of Western Canada being arranged by the manufacturers of Hamilton, which was, as originally planned, to have started on June 3rd, has been postponed until September. After a thorough canvass of the situation it was felt that the latter month would be a much better time, not only from the standpoint of the local manufacturers but also from that of the people of Western Canada, to make the trip. The intention is to travel by a special train containing exhibits of Made-in-Hamilton goods, stops to be made at all the principal points in the West.

Metric System in Turkey

Not the Success that Advocates of the System Represent It To Be

In "Commerce Reports," issued by the U.S. Department of Commerce under date of June 29th, 1920, there appeared a report from Constantinople by Consul General Ravndal on the "Use of the Metric System in Turkey."

Some quotations from this report are of timely interest to the general public, in view of the present agitation for the compulsory use of the metric system. From the report it appears that the Turkish Government adopted the metric system as the official standard in 1915. This date in itself is interesting when we remember that at that time German influence was paramount in Constantinople.

"It appears to be the object of the Government to make this the exclusive system of weights and measures, but so far, outside of official circles, the metric unit is little used. In fact, in the interior, the system is practically unknown, and it is doubtful if it will be popularly accepted for many years to come, if at all. The people find the new system very much simpler from a mathematical point of view, but its units are meaningless to them until converted into the units of the old system, for the decimal system as applied to potatoes or sugar cannot be kept constantly before the mind as can the decimal system as applied to money. It is therefore infinitely more difficult to learn and the attempt to introduce it has been productive of no little confusion."

The question may be asked: How can the people find the new system much simpler if to them the new units are meaningless? It is noteworthy that the "adoption" of a new system is by no means equivalent to its "introduction." Emphasis is laid on a long transition period; the words "if at all" sound rather hopeless. The difficulty of becoming sufficiently familiar with the system, in order to use it, is brought out and the "confusion" caused by the use of two systems is emphasized.

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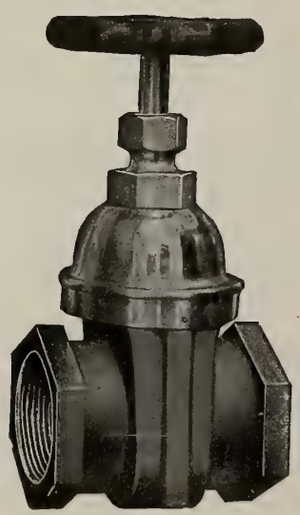
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2 2 h.p. Peerless, 110/220 volt, 25 cycle, 1500 rev.
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Changes in Directorate

Two New Members of Board of the Canadian Consolidated Rubber Company

At a special meeting of the Canadian Consolidated Rubber Company, Limited, approval was given to an increase in the number of directors from fifteen to sixteen and some changes were made in the personnel of the board. R. E. Jamieson retired from the board at his own request and was succeeded by J. A. Connor who will be director in charge of sales.

The additional place on the board was filled by the election of George W. Charles as director in charge of manufacturing. The two new directors have both been connected with the company for some years.

Are Assisting Education

Knight Brothers Company, Limited, Burk's Falls, Ontario, Give $500 in Scholarships

An interest in education is being shown by the Knight Brothers Company, Limited, lumbermen, of Burk's Falls, Ontario, who have recently offered a number of scholarships, aggregating $500, for competition among pupils of the local schools. In collaboration with the Armour, Ryerson and Burk's Falls Agricultural Society two scholarships of $25 each are to be awarded to a young man and young woman respectively, to attend the dairy course at the Ontario Agricultural College, Guelph.

The other scholarships offered are as follows: Five scholarships of $25 each for public school entrance, to be awarded to pupils of Burk's Falls school section according to merit; five scholarships of $25 each to be awarded to pupils outside of Burk's Falls school section according to merit. All pupils are to try the entrance examination at Burk's Falls and to attend Burk's Falls continuation school for one year in order to receive payment of the scholarship.

For the continuation school $50 each will be awarded to all pupils passing the normal entrance or matriculation examinations and spending the following year in a normal school, university or other approved school. Should more than four pupils qualify for these scholarships the amount of $200 will be divided equally among all those qualifying.

Another gift from the Knight Brothers Company to the Burk's Falls continuation school was $175 towards the purchase of a piano. Pupils of the school had already raised some money through commencement entertainments, etc., and when it was decided to put this aside towards the purchase of a piano, the company made the donation in order that the instrument might be bought outright. The company's action in thus assisting the educational welfare of the community has been greatly appreciated.

Basing his estimate on the numbers of inquiries he is already receiving daily, Walter Johnson, secretary of the Farm Lands Settlement Association of Manitoba, predicts that 25,000 United States land seekers will visit Western Canada during the present year. Last year 17,000 inquiries were received and answered whilst the added interest evinced in the first months of 1921 makes the estimate of 25,000 for the year reasonably conservative.

Canada Barrels & Kegs, Limited, formerly the Charles Mueller Company, Limited, of Waterloo, Ontario, have brought out their 1921 catalogue of "Tight Cooperage" lines of containers.

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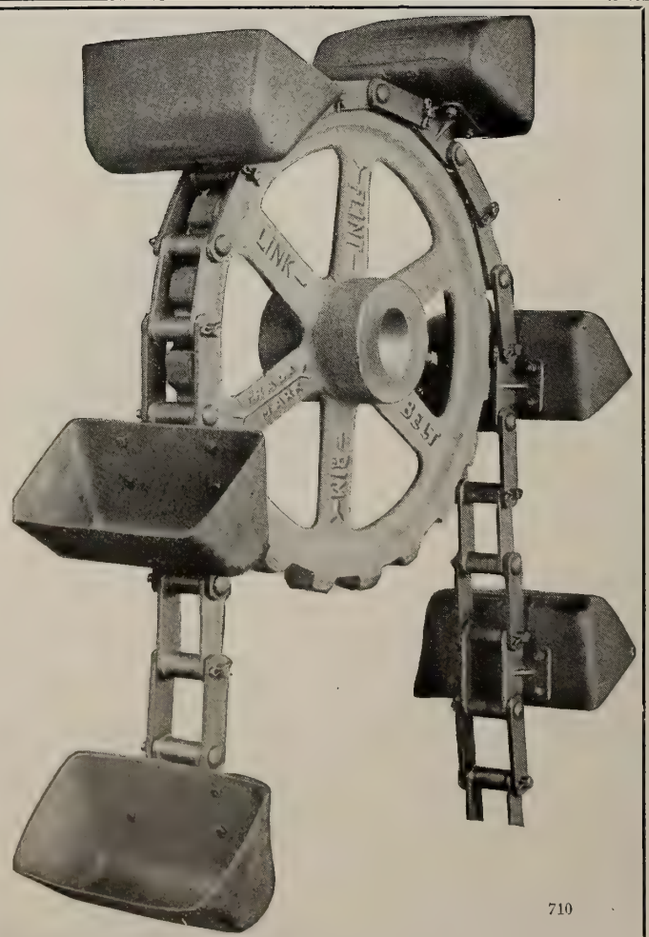
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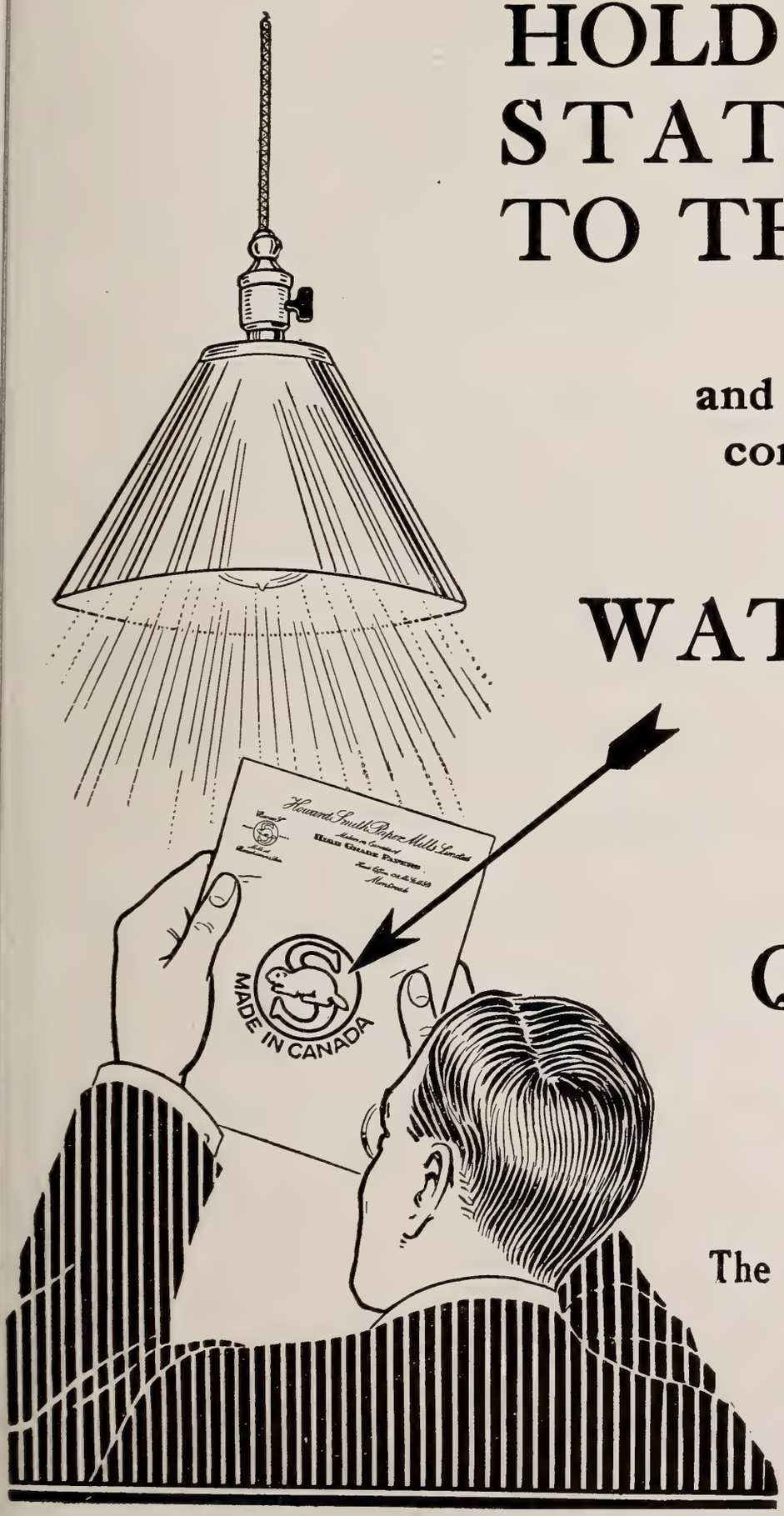
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CRABTREE MILLS, QUE.
and CORNWALL, ONT.

Deaths Among Prominent Manufacturers

David Bain

General Superintendent of Ontario Steel Products Company Dies at Gananoque

David Bain, general superintendent of the Ontario Steel Products Company of Gananoque, Ontario, died there on May 2nd after a short illness. He had been a resident of Gananoque for more than forty years, going there from Carleton Place, his native town. Thirty-five years ago he became foreman of the Gananoque Spring & Axle Company and remained with them until they were merged with the Ontario Steel Products Company, when he became their general superintendent.

David Beattie Wood

Former President of the Wood Milling Company Dies in Hamilton

David Beattie Wood, formerly president of the Wood Milling Company, and for the past few years Hamilton manager of the Dominion Flour Mills, Limited, died in Hamilton, Ontario, on April 30th after an illness of some months' duration. Mr. Wood was born in Perth county in 1858 and engaged in the milling business in Brantford about twenty-five years ago. He was a member of the city council there for five years and was finally elected mayor.

About twelve years ago Mr. Wood moved to Hamilton where he was president of the Wood Milling Company. Latterly he disposed of his interests to the Dominion Flour Mills, Limited, becoming a director of the company and manager of their Hamilton business. He was a member of several fraternal associations and a past president of the Board of Trade.

William Smith

Pioneer Manufacturer of Agricultural Implements Dies at Beaverton, Ontario

The death of William Smith occurred at Beaverton, Ontario, on April 23rd. Mr. Smith was born in Montrose, Scotland, in 1835, and came to Canada in 1868, settling first in Aurora. In 1871 he moved to Beaverton and commenced the manufacture of farm implements there. He was a pioneer in this line in Ontario county. Some years before his death he retired, leaving the business to his sons.

James McBurney

Veteran Lumberman of North Bay, Ontario, Dies in Toronto

James McBurney, a veteran lumberman of North Bay, Ontario, died in the Toronto General Hospital on April 16th following an accident. Mr. McBurney at one time lived in Simcoe where he had extensive business interests. About twenty-one years ago he went to North Bay and erected a mill at Callender, nine miles south of the town. This plant, which is now owned and operated by A. B. Gordon & Company, was conducted by Mr. McBurney for a number of years. During his business career in the north he made many acquaintances who will learn of his death with regret.

Ask Your Dealer

Go to your Hardware dealer's to-day and ask to be shown an ***Eddy Indurated Fibreware Fire Pail.***

Note how light it is—how strong. And the way it is constructed—all in one piece—without hoop, seam or joint.

Look, too, at the rounded bottom which prevents the Eddy Fire Pail from standing alone. It must be placed in a rack or on a hook—where you want it, when you want it.

There is no metal whatever in the Eddy Fire Pail. Its surface is smooth and hard as granite and is impervious alike to water or acid.

Made in Canada, by Canadians, for Canadians.



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PORT HOPE - ONTARIO

Taking the "Wreck" Out of Recreation

By O. F. LEWIS

TOO many fatal accidents and wrecks were happening upon a big western railroad. That railroad had, fortunately, a wise president. He studied the problem hard—then he built a string of cheerful, well-equipped clubhouses for employees, all along the line of the road.

The men found that they could get billiards, pool, cards, bowling, dancing and association with women, somewhere else than in gin mills. Accidents on the road fell off materially.

The president had taken the WRECK out of Recreation!

The president of a great transcontinental railroad in Canada made many years ago an unbreakable rule: "In case of long delay or of bad accident, FEED THE PASSENGERS!"

Women sometimes say, facetiously, about grouchy husbands: "FEED THE BRUTE!"

Man's body and man's mind require feeding on the right things. The satisfied mind and the satisfied body make the satisfied man. When the unsatisfied, or wrongly satisfied, longings of the railroad employees for RECREATION were given decent chances to find pleasure, it took the WRECK out of a situation. When the delayed or grouchy passengers could eat, they became more amiable, more tolerant.

Strange how all-embracing in human life the longing for pleasure and amusement is! We work to live, not live to work. And when men say: "Ah, now I am living!" they mean they have reached moments of intense enjoyment.

The motion-picture business is said to be the fifth largest industry in the United States. If all commercial amusement undertakings were lumped together, perhaps "Amusements" would be the biggest national industry.

There are fewer people on Iowa farms to-day than there were ten years ago. But there are millions more people each year walking up and down under the glaring lights of the "Great White Way" in New York city. Why? Because cities are places where "things are going on."

The supplying of adequate and decent recreation is getting to be a problem of every community. Crime is seen to be issuing more and more from unhealthy, dangerous forms of recreation. Behind pretty nearly every felony can be seen the desire to have money to purchase some form of a "good time." Much of our recreation in this country contributes to making WRECKS.

Blue laws, forbidding good times, won't make people good. Telling husky boys and ambitious girls that farm life is great stuff to make patriots, won't lessen the loneliness or decrease the monotony. And when blocked ambitions and intense cravings finally break loose, there's often a WRECK.

But there's no wreck in good art, in libraries, in clean athletics, in community houses, in games at the family fireside by the members of the family, in decent social intercourse of boy and girl, man and woman. On the other hand, there are countless towns half-starved to-day because the chances for all these things haven't yet been provided. So the low forms of amusements exercise their strong and vicious pull.

An organization, called Community Service (Incorporated), with headquarters at 1 Madison Avenue, New York, has recently been formed to try to help communities furnish varied amusements and recreations that all who wish can share in and enjoy. It works on Theodore Roosevelt's well-known maxim: "This country will not be a good place for any of us to live in until it becomes a good place for all of us to live in."

One need of every community is clean, adequate chances to have good times.

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It's welded copper steel with no lap seams for water, fumes or dirt to lodge in and rust it out. No lapped and riveted joints to give way under corrosion.

Each section is rolled so the two edges meet and then is welded or fused into one piece. The sections are similarly welded end to end making a smooth, clean job from end to end inside and out.

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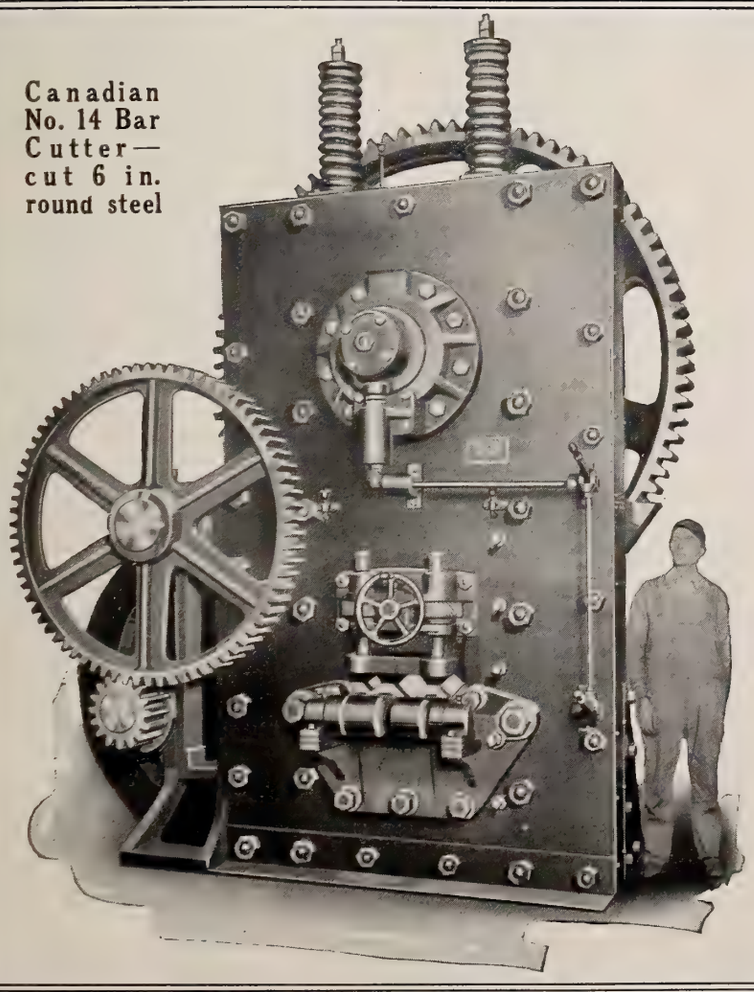
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For Mapleleaf transmissions have ample multiplying power. The 5-ton model, for example multiplies 6 times on lowest speed and gives two other changes between that and high. Enough to overcome any hauling problem you will run up against, isn't it?

All changes are made simply and easily. The gears change quietly and effectively. The whole transmission system is of the most rugged type imaginable.

Let us show you a Mapleleaf truck winning an argument with a wicked hill. You will know we haven't said all we might about the merits of its transmission.

MAPLELEAF MANUFACTURING CO.
Limited
MONTREAL CANADA

Yesterdays are Past

By F. E. MUTTON
Vice-president, International Business Machines Co., Ltd.

The problems of to-day require plans of to-day.

Readjusted minds must of necessity precede a reconstructed commerce.

We must stop depending on the past and begin to penetrate the present in order to anticipate and participate in the future.

Trying to solve present problems with past plans is about as effectual as attempting to compete with electricity with the tallow candle—it spells failure.

Many of our to-days are failures because we are using yesterday's methods.

We all recall the rapid advance of the bicycle. But it was that situation that paved the way for the automobile. The people demanded an improved bicycle, and they got it.

Man has learned to travel on land, on water, and finally in the air, and it will not be a great while until travel will be spoken of not as navigation, or transportation, but as aviation, for it will be a better method.

Times were when the pulpit and press did all the moulding of public opinion.

The pulpit is not nearly as effectual as it has been, because it has not improved its methods.

The press is much more effectual than it ever has been, because it has greatly improved its methods. But greater by far than both pulpit and press in the moulding of public opinion is the moving picture, because it is a better method of education. It depends entirely on the *eye*. It shows up all the *facts*. As a consequence, our great dramatic stars of the past have been forced to learn how to face the camera instead of facing the audience. They have had to change their methods.

In former days of the stage, a resonant, ringing voice and good acoustics carried the big message of the drama to the *ears* of the people, but these means have showed decline. To-day it is the lens, the camera and the screen that are carrying that great message to the *eyes* of the multitudes. The theatre has changed its methods.

What are we all doing in the way of changing our methods?

It will not do to *watch* for business to come back. We must run after it, grab hold of it, turn it around and force it back—with better methods.

It seems to the writer that the trouble with this country is that a great many people are sitting around waiting for prosperity to start. They have not made the proper effort of changing stale methods, nor to secure new tools. As I see it, prosperity has not got any self-starter. You have got to do the starting.

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Book Reviews

Industrial Japan

Special Japanese Industrial Section of the "Times" Imperial and Foreign Trade Supplement. London, April 16th, 1921.

A wealth of information about the most enterprising of Oriental countries is offered to readers of the *Times Trade Supplement.* The principal industries of Japan have been covered by special articles and allied subjects, such as hydro-electricity, finance, insurance and transportation are also intelligently discussed. Two articles, "Needs of the Japanese Market," and "Where Japan Buys and Sells," which are illustrated by charts, contain a valuable résume of the prospects for export trade. A large number of photographs have been used with the letter-press and an eight-page section of photographs, reproduced by the intaglio process, gives a general impression of the country and people.

Fire Prevention Work

Clean Up and Paint Up. St. Louis, U.S.A., the National Clean Up and Paint Up Campaign Bureau.

This illustrated booklet is a record of one phase of fire prevention work that is being carried on in several towns and cities of the United States. In more than seven thousand communities campaigns have been organized for cleaning up streets and backyards, removing the disease and fire hazards of the rubbish pile and improving buildings by paint and varnish. The plan of campaign and several useful suggestions are included in the book.

Explanation of Sales Tax

The Sales Tax. Taxation of Sales in Canada and other countries considered with Reference to the Revenue Requirements of the Dominion. Toronto: Canadian Reconstruction Association.

An information booklet, giving first the situation in Canada as regards methods of raising revenues; second, the application of the sales tax in such other countries as have adopted it; third, opinion in Great Britain and the United States on the subject, and finally, opinion in Canada. The booklet does not advocate any particular policy in the application of a sales tax, but points out the necessity of making such adjustment as will not give imported goods an advantage over home manufactured goods.

Safety Work

Seventh Annual Report of the Ontario Safety League and Second Annual Report of the Canadian National Safety League. Toronto: The Ontario Safety League, April, 1921.

The reports of these two organizations for the year 1920 are both satisfactory in showing the progress of educational work for the cause of safety. The year was a record one for the Ontario League as more money was collected than in any previous year and the activities of the League were in consequence greatly extended. The three outstanding features of the year were the convention in April, the formation of the Vigilance Committee and the "Safety Week" in October.

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Production of Metals

Production of Copper, Gold, Lead, Nickel, Silver, Zinc and other metals in Canada in 1919. Mines Branch, Department of Mines, Ottawa.

This most comprehensive statistical record covering not only the extent of the production but the imports, exports, values and many other details for a period of years will be found valuable by manufacturers and others interested in the use of metals. Fourteen metals in all are dealt with and the book extends to 76 pages.

Hold Safety Rallies

Canada Paper Company and Brompton Pulp and Paper Company, Study Accident Prevention

The problem of accident prevention has been studied for some time past by the Canada Paper Company, Limited, at Windsor Mills, Quebec, and the Brompton Pulp & Paper Company, Limited, of East Angus. In April safety rallies were held at both plants to instruct employees in the work of accident prevention.

At Windsor Mills the campaign was opened by holding a meeting composed of the heads of every department in the mill to discuss the best method of improving the work of the accident prevention organization. F. J. Campbell, general manager, conducted the meeting, and during the two hours session the whole question of accident prevention was discussed with animation and many pertinent suggestions advanced. A. P. Costigane, secretary and engineer, Ontario Pulp and Paper Makers' Safety Association, who was present by invitation, outlined in a general way what was being done in Ontario by the Association he represents.

The following day a matinee was given for the benefit of men working on night shifts and school children. Each school in the town sent a strong contingent and when the hour of opening arrived the hall was comfortably filled. Special Safety films were shown amid great interest and close attention by the audience.

In the evening a mass meeting of employees was held and long before the time set for starting arrived, all available space inside the hall was taken up and many could not secure admission. The pictures were followed with close attention and during the interval Mr. Campbell made a speech outlining the purpose of the meeting. Mr. Campbell was followed by Mr. Costigane, who dwelt on three phases of Accident Prevention: (1) Why Safety should appeal to employers; (2) Why Safety should appeal to employees; (3) How can results be obtained? To give all members of the audience a chance of following the address, a résume in the French language was given by Mr. Beique, general superintendent, and was received by the audience with hearty applause.

The programme at East Angus was practically the same as at Windsor Mills, with the exception that the hall could not be secured for matinee purposes. In the evening the hall was crowded to capacity, and the pictures were again a source of great interest. Mr. White, chief engineer for the company, acted as chairman, and was followed by Mr. Costigane, who in turn was followed by Mr. Bourgauth who gave an abridged French translation of the address.

Taken all round the experiment was most successful and the interest created was well worth the trouble of organizing the meetings. There is a prospect that when the organizations in both mills are running in good shape, a friendly competition will take place between East Angus and Windsor Mills for the best accident record.

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Labor Organization in Canada in 1920

(DEPARTMENT OF LABOR REPORT)

THE Tenth Annual Report on Labor Organization in Canada, covering the year 1920, has been issued by the Department of Labor. In addition to the statistics furnished, the report contains much general information as to the activities of the organized labor bodies operating in Canada, as well as references to important labor events in other countries. The total trades union membership reported at the close of 1920 is 373,842, a slight decrease from the figures of December, 1919, when the total stood at 378,047, as comprised in 2,918 local branches, an increase of 71 over the branches of last year. Of the 2,918 branches in the Dominion, 2,455 are affiliates of international organizations, and between them they comprise 267,247 members, a gain over 1919 in this class of membership of 7,000, and in branches of 146; 259 local branches, with 25,406 members, are what are termed non-international bodies, these figures showing a loss of 66 branches and 7,966 members; 30 are independent units, a gain of one, the reported membership of 27 being 31,189, an increase of 22,911 for this group; the national and Catholic unions now number 124, a gain of 41, comprising a reported membership of 45,000, an increase of 10,000; the local units of the One Big Union, which in 1919 were reported at 101, have decreased to 51, and the estimated membership is 5,000, a drop of 36,150. The membership of all classes of organized labor in Canada, as reported to the Department for the past ten years, has been as follows:

1911	133,132	1916	160,407
1912	160,120	1917	204,630
1913	175,799	1918	248,887
1914	166,163	1919	378,047
1915	143,343	1920	373,842

Trade Union Membership by Provinces.

Including all classes of trade unions in the Dominion, the standing by provinces is as follows: Ontario, 1,231; Quebec, 568; British Columbia, 251; Alberta, 230; Nova Scotia, 167; Saskatchewan, 160; Manitoba, 159; New Brunswick, 142, and Prince Edward Island, 10.

Membership in Chief Cities.

The number of cities in Canada, having not less than twenty local branches of the international and non-international organizations and independent units, has increased by three, there now being 35. These cities represent 59 per cent. of the local branches of unions just mentioned, and comprise 60 per cent. of the branches of all classes which reported their membership, as well as containing approximately 44 per cent. of the trade union membership of 373,842 in the Dominion, as reported from headquarters of the central organizations. Montreal leads the cities, with 215 local branches of all classes of unions, 121 of which reported 45,209 members; Toronto stands in second place, with 164 branches, the membership of 104 which reported being 25,978; Winnipeg occupies third position, with 91 branches, 57 of which reported 9,940 members.

Benefits Paid.

Of the 101 international organizations in Canada, 71 have made payments during 1920 on account of benefits to members. The report contains a table showing the disbursements made for this purpose among the whole membership, the total expenditure being $19,463,610, an increase of $3,913,558 as compared with the payments made in 1919. The amount expended for each class of benefit was as follows:

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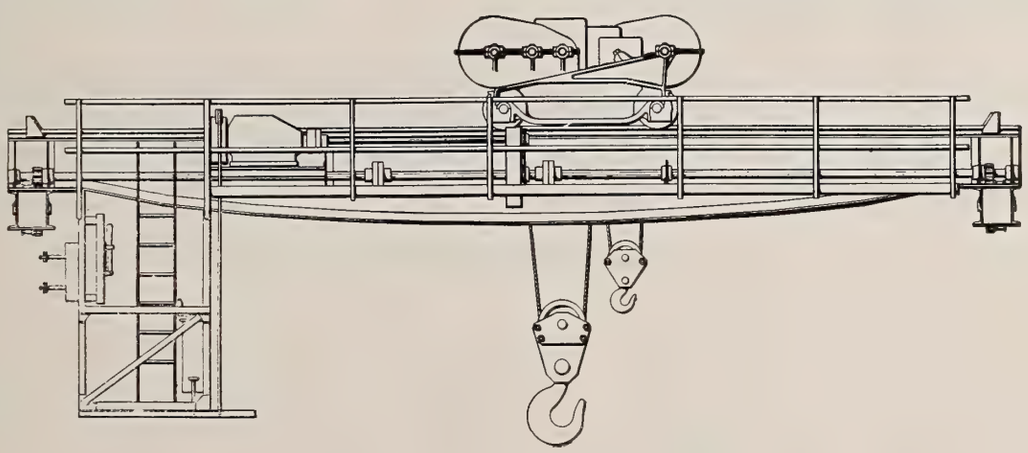
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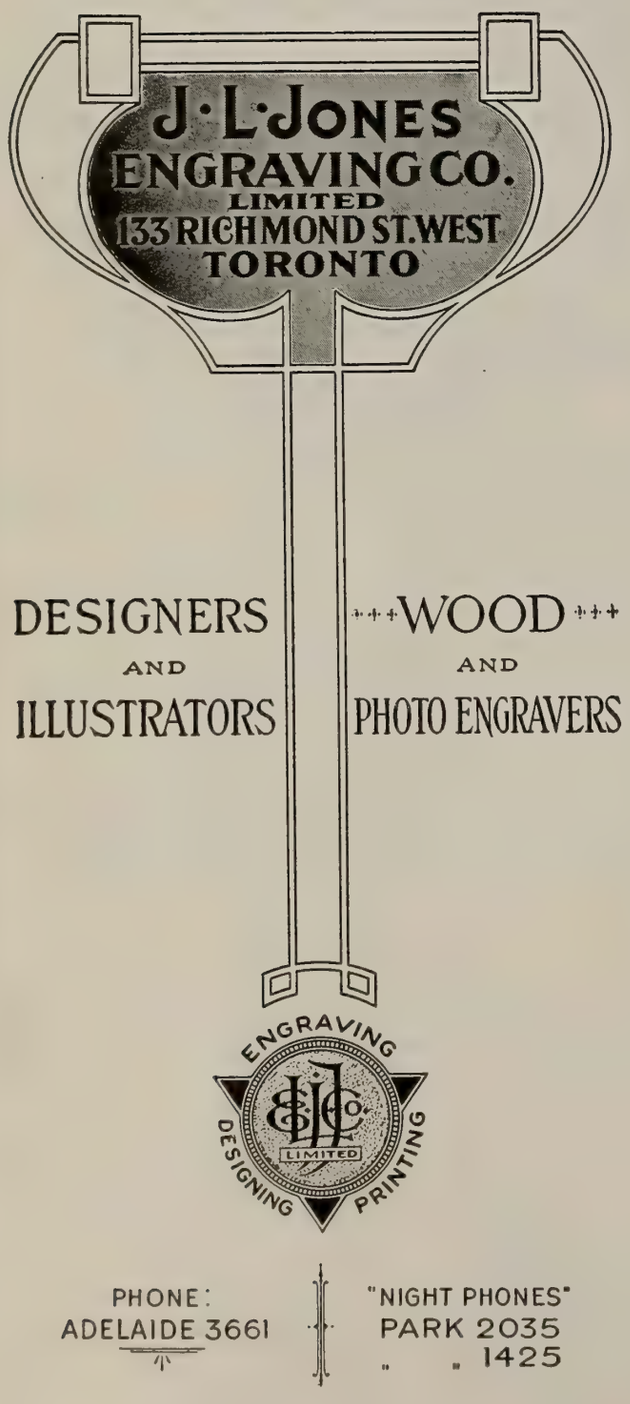
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Death benefits	$10,718,687
Unemployed and travelling benefits	75,844
Strike benefits	6,393,313
Sick and accident benefits	1,557,876
Old age pensions and other benefits	717,890

Only one of the non-international organizations, the Federated Association of Letter Carriers, reported payments for benefits, having spent $12,000 for death claims.

Benefits Paid by Local Branches.

A statement is also published in the report showing the amount paid in benefits for the year 1920 by local branch unions in Canada to their own members, the disbursements aggregating $324,155, a sum of $258,938 less than that reported in 1919. The payments made on account of the bene fits indicated were as follows:

Death benefits	$80,950
Unemployed benefits	8,322
Strike benefits	38,689
Sick benefits	149,947
Other benefits	46,247

A Complete Trade Union Directory.

As a directory of trade unions the report is very complete, containing as it does particulars not only of every known local trade union in Canada, but also a list of all central organizations, together with the names and addresses of the chief executive officers for the year 1921.

Industrial Statistics

The Cooperage Industry

Dominion Bureau of Statistics Reviews Operations of 100 Individual Plants

The preliminary report on the cooperage industry in Canada for the calendar year 1919, which has been completed by the Dominion Bureau of Statistics, covers the operations of 100 individual concerns located by provinces as follows: Ontario, 54; Nova Scotia and New Brunswick, 30; Quebec, 10, and the Western Provinces, 6. The principal figures are:

Capital invested	$2,020,404
No. of employees	769
Salaries and wages	$662,312
Fuel consumption (value)	$22,186
Miscellaneous expenses	$185,296
Materials used (value)	$1,550,149
Value of products	$2,903,035

Aerated Water Industry

Preliminary Report of Dominion Bureau of Statistics for Year 1919

Three hundred and twenty individual plants are covered by the preliminary report of the Dominion Bureau of Statistics on the aerated water industry for 1919. The industry in that year had an invested capital of $6,545,803, and gave employment to 2,034 workers. Following are the principal statistics relating to the industry:—

Capital invested	$6,545,803
Land, buildings and fixtures	$2,451,436
Machinery and tools	$1,690,948
Materials on hand, etc.	$1,429,476
Cash and accounts	$973,943
Employees (number)	2,034
Salaries and wages	$1,575,339
Fuel consumption (value)	$88,464
Miscellaneous expenses	$1,194,249
Materials used (value)	$3,385,583
Value of products	$7,366,759



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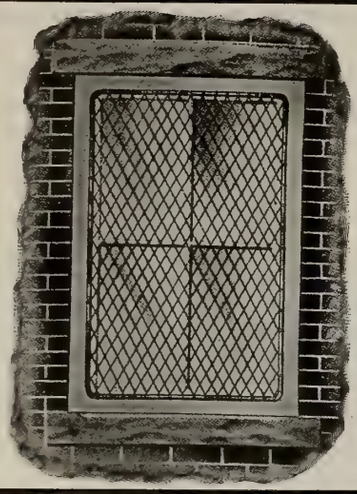
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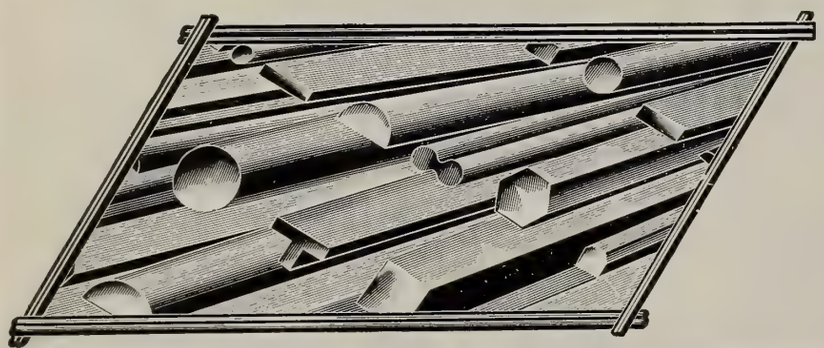


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Men's Clothing Industry

Preliminary Survey of Custom-made and Factory-made Clothing Industries for 1919

A preliminary report on the men's clothing industry for the calendar year 1919 has been completed by the industrial division of the Dominion Bureau of Statistics. The report is presented under two heads, one covering wholesale or factory-made clothing, and the other merchant or custom tailoring. Below are some of the principal figures from the report:—

Number of establishments	1,668
Factory-made clothing	145
Custom-made clothing	1,523
Capital invested (factory-made clothing)	$27,293,401
Land, buildings and fixtures	$2,285,712
Materials on hand, etc.	$15,225,744
Machinery and tools	$1,063,674
Cash and accounts	$8,718,271
Capital invested (custom-made clothing)	$11,335,745
No. of employees (factory-made clothing)	12,796
Salaries and wages	$11,221,681
No. of employees (custom-made clothing)	7,349
Salaries and wages	$6,178,723
Fuel consumption (factory-made clothing)	$48,868
Fuel consumption (custom-made clothing)	$93,874
Value of factory-made products	$47,780,306
Value of custom-made products	$27,717,460

Electrical Apparatus Industry

Invested Capital of Almost Forty-six Millions in Calendar Year 1919

The Dominion Bureau of Statistics has issued a preliminary report on the electric apparatus industry during 1919, covering the operations of 95 individual plants distributed by location as follows: Ontario, 64; Quebec, 16; Manitoba, 6; British Columbia, 5; Alberta and Saskatchewan, 4. The principal figures relating to the industry are:

Capital invested	$45,956,399
Employees, male (number)	7,055
Employees, female (number)	2,505
Salaries and wages	$9,685,705
Fuel consumption (value)	$436,498
Miscellaneous expenses	$4,390,730
Materials used (value)	$15,257,617
Foundry castings, iron	$1,153,484
Copper bar, sheet and wire	$4,822,576
Insulating materials	$1,787,689
Value of products	$34,187,658

Building with Foresight

Lockwood Greene & Company of Canada, Limited, Publish Attractive Advertising Booklet

"Building with Foresight" is the title of an attractive little book recently published by Lockwood, Greene & Company of Canada, Limited, industrial engineers, of Montreal, It consists of descriptions of industrial buildings in Canada designed by the company and is illustrated by a number of photographs and blue prints. Some of the plants mentioned are those of the Imperial Cotton Company, Limited, of Hamilton; the Thompson & Norris Company of Canada, Limited, Montreal; T. S. Simms & Company, Limited, St. John, N.B., and the Holeproof Hosiery Company of Canada, Limited, London, Ontario.

The Stratford Manufacturing Company, Limited, have issued their catalogue No. 6 of furniture and other articles of wood. The book is well illustrated with photographs of the company's various lines.

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Building Conditions

Greatly Increased Activity Shown in Building During Month of April

Building and engineering operations in Canada showed greatly increased activity during April when contracts were awarded to a value of $21,622,000, compared with $10,256,700 in March, $17,641,000 in February and $8,947,500 in January. These figures, compiled by MacLean Building Reports, Limited, show that in April construction was started on 1,823 residences valued at $9,451,300; 350 business buildings costing $7,369,900; 20 industrial plants at $991,000, and 77 engineering projects costing $3,809,800.

The value of Canadian building and engineering work reported during April for the first time as contemplated, totalled $29,596,500 compared with $28,879,400 in March. This total includes 14 apartments, 24 churches, 35 factories, 30 public garages, 15 hospitals, 40 hotels, 37 office buildings, 43 public buildings, 650 residences, 100 schools, 41 stores, 11 theatres, 7 warehouses, 99 bridges, 58 sewers and water mains, 85 roads and 15 general engineering contracts.

Contracts were awarded during April throughout the various provinces as follows:

	No. of Projects.	Value.
Ontario	1,359	$11,229,100
Quebec	483	5,945,200
British Columbia	149	1,477,000
N.S., N.B. and P.E.I.	63	1,007,900
Manitoba	104	832,800
Alberta	62	610,000
Saskatchewan	50	520,000
Total for Dominion	2,270	$21,622,000

Bank Clearings

Decrease of Over One Hundred Millions in Clearings for April

During April a decrease of $116,406,005 is shown in bank clearings as compared with those for the same month last year. Winnipeg, Regina and Windsor report increases of eighteen millions, two millions, and six hundred thousand respectively, but all other clearing houses show decreases, the largest, $46,961,999, being at Montreal. Following are the figures for April, 1921, compared with those for April, 1920:—

	April, 1921.	April, 1920.	Changes.
Montreal	$491,649,265	$538,611,264	—$46,961,999
Toronto	433,936,360	463,804,088	—29,867,728
Winnipeg	206,396,710	188,183,383	+18,213,327
Vancouver	63,126,307	71,765,397	—8,639,090
Ottawa	34,279,406	41,675,434	—7,396,028
Calgary	28,807,613	34,126,554	—5,318,941
Hamilton	26,909,887	33,500,454	—6,590,567
Quebec	27,193,361	30,339,053	—3,145,692
Edmonton	20,862,182	31,903,710	—11,041,528
Halifax	17,331,632	19,882,133	—2,550,501
London	15,492,670	12,774,846	+2,717,824
Regina	15,777,702	18,597,852	—2,820,150
St. John	12,298,510	14,952,029	—2,653,519
Victoria	10,580,984	11,914,125	—1,333,141
Saskatoon	7,895,360	9,812,068	—1,916,708
Moose Jaw	5,677,317	7,379,639	—1,702,322
Brantford	5,428,446	7,025,759	—1,597,313
Brandon	2,929,937	3,167,430	—237,493
Fort William	3,434,932	3,591,254	—156,322
Lethbridge	2,728,601	3,880,399	—1,151,798
Medicine Hat	1,765,326	1,913,617	—148,291
New Westminster	2,578,160	3,170,336	—592,176
Peterboro	4,201,823	4,692,080	—490,257
Sherbrooke	5,158,670	5,322,547	—163,877
Kitchener	4,359,426	5,345,694	—986,268
Windsor	14,407,894	13,742,647	+665,247
Prince Albert	1,525,718	2,066,412	—540,694
Totals	$1,466,734,199	$1,583,140,204	—$116,406,005
Moncton	4,945,821	.....	.....
Kingston	3,371,689	.....	.....



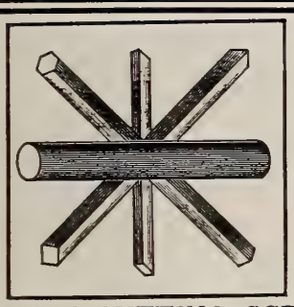
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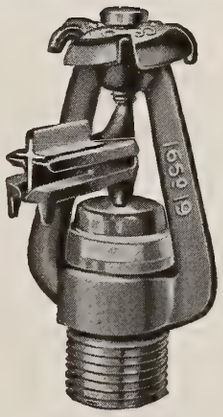
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Trade Returns

Drop in Trade of Canada During March Shown by Department of Customs Summary

Although the total value of Canada's trade for the fiscal year ending March 31st last, was $99,378,297 greater than for the previous year, figures covering the month of March alone show a decided drop in the trade of the Dominion.

A glance at the figures shows that the major part of the reduction is due to a falling off in the value of imports. In March, 1920, Canada imported goods to the value of $142,497,365. In March, 1921, the total value of imports was only $92,566,829. This is a decrease amounting to $49,930,536. The decrease in value of domestic exports during the month, as compared with March, 1920, totals $25,040,431. In March, 1920, domestic goods to the value of $93,193,859 were exported from the Dominion, while in March, 1921, the value of domestic exports was only $68,092,428.

The increase in imports during March was rather surprising in view of the tendency which has prevailed of late. As compared with February the advance was about $21,000,000, which was largely the result of a greater volume of purchases of agricultural and vegetable products, fibres and textiles, and iron and steel. Exports increased only $3,000,000 over the previous month, due principally to larger sales of wood and paper abroad. Details of the statement for March, with comparisons, are as follows:—

IMPORTS ENTERED FOR HOME CONSUMPTION.

Month of March.

	1920.		1921.	
	Free.	Dutiable.	Free.	Dutiable.
Agricultural and vegetable products, mainly foods	$5,549,423	$18,386,013	$2,280,727	$14,155,956
Agricultural and vegetable products, other than foods	6,491,783	5,264,873	2,197,321	10,305,586
Animals and animal products	6,799,011	4,928,034	1,047,335	3,533,305
Fibres, textiles and textile products	11,016,510	24,827,038	2,444,383	10,197,351
Chemicals and chemical products	1,588,557	2,099,072	776,041	1,490,439
Iron and steel, and manufactures thereof	3,310,277	20,182,487	1,885,519	13,625,618
Ores, metals and metal manufactures, other than iron and steel	2,432,415	4,365,050	1,079,094	2,866,793
Non-metallic minerals and products	6,187,812	6,951,480	6,629,393	9,156,862
Wood, wood products, paper and manufactures	2,399,306	3,021,170	1,579,983	2,332,248
Miscellaneous	3,053,284	3,643,770	2,462,495	2,520,380
Total	$48,828,378	$93,668,987	$22,382,291	$70,184,538
Duty collected		$24,536,122		$13,867,172

EXPORTS.

Month of March.

	Domestic.	Foreign.	Domestic.	Foreign.
Agricultural and vegetable products, mainly foods	$23,352,841	$269,156	$25,812,390	$155,706
Agricultural and vegetable products, other than foods	2,790,997	22,918	1,327,851	43,018
Animals and animal products	18,208,915	253,273	7,922,449	99,423
Fibres, textiles and textile products	3,543,650	280,656	696,060	154,877
Chemicals and chemical products	2,333,828	140,711	1,675,490	131,993
Iron and steel and manufactures thereof	8,001,822	3,748,113	4,021,568	269,251
Ores, metals and metal manufactures, other than iron and steel	7,211,254	80,368	2,846,923	69,249
Non-metallic minerals and products	2,852,823	21,797	2,542,561	26,043
Wood, wood products, paper and manufactures	22,934,881	75,141	19,813,456	40,229
Miscellaneous	1,901,848	194,017	1,433,680	375,658
Total	$93,132,859	$5,086,150	$68,092,428	$1,375,447

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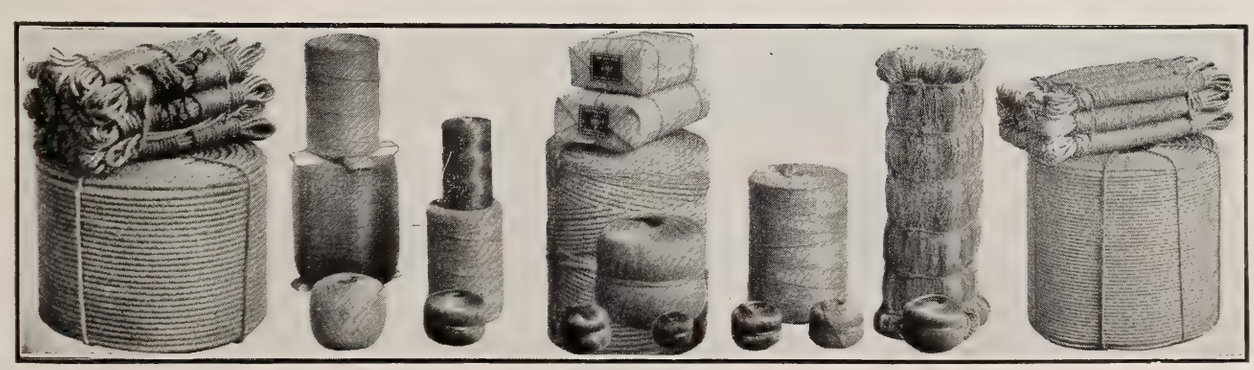
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March Exports Increase

Gain in Value of Pulp and Paper Exported Amounts to $738,680

Canadian exports of pulp and paper for the month of March were valued at $12,407,476 compared with $11,668,796 for the month of March, 1920, a gain in value of $738,680, and were $3,738,661 above those reported by the Dominion Bureau of Statistics for the month of February, 1921.

In comparing the volume of business the tonnage of newsprint paper for the month of March, 1921, was 75,773 tons as against 71,307 for March, 1920, a very satisfactory increase.

With the exception of bleached sulphite pulp, shipments of which were valued at $1,005,260 as compared with $841,699 in March, 1920, pulp shows a decrease in volume and value, but the aggregate indicates considerable underlying strength in the entire industry. The figures in detail are:

	March, 1920.	March, 1921.
Paper of all kinds	$7,231,207	$9,885,613
Chemical pulp	3,875,281	2,237,771
Mechanical pulp	562,308	284,092
Total	$11,668,796	$12,407,476

Employment Conditions

April Reports of Employment Service of Canada Show a Gradual Improvement

Returns for the first three weeks in April from Dominion headquarters of the Employment Service of Canada show a gradual improvement in employment conditions. For the week ended April 2nd the index number dropped from 85.8 to 84.1. The next two weeks bring it back to 85.9. The following table shows employment conditions in Canada during the weeks under review:—

Week Ended.	Firms Reporting.	No. of Employees.	Change in No. of Employees.	Index Number	Same Week, 1920.
April 2	5,199	590,808	—13,396	84.1	101.7
April 9	5,129	593,122	+ 8,357	95.7	102.0
April 16	5,321	609,946	+ 2,964	85.9	102.7

Railway Earnings

Heavy Decrease in C.P.R. Earnings and Small Gains by C.N.R. and G.T.R.

The gross earnings of the Canadian Pacific Railway during April are less than those for April, 1920, by two millions. The C.N.R. and G.T.R. show small gains. Following are the figures for the three transcontinental lines during April:—

	April, 1921.	April, 1920.	Change.
Canadian Pacific Railway	$13,411,000	$15,586,000	—$2,175,000
Canadian National Railway	8,164,955	7,937,478	+227,477
Grand Trunk Railway	7,349,351	7,006,556	+342,795
Totals	$28,925,306	$30,530,034	—$1,604,728

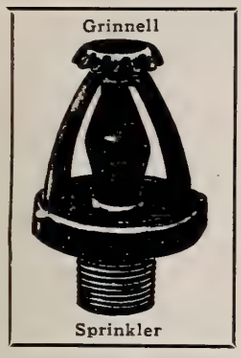
April Trade Returns

All-round Decrease Shown by the Department of Customs Summary

An all-round decrease in Canadian trade during the month of April, 1921, as compared with April one year ago, is shown in the monthly trade returns issued by the Department of Customs. The grand total of Canadian trade decreased by $44,774,677 in April, 1921, when the total was $109,386,557, as against $154,161,234, grand total trade for April, 1920. Domestic exports for the month of April, 1921, were $43,280,735, against $53,356,386 for April of last year, a decrease of $10,075,651.

For the same period of 1921 merchandise entered for consumption dropped in value from $98,290,735 to $65,310,847, a decrease of $32,979,888.

Exports of domestic products increased in the cases of agricultural and vegetable products, mainly foods, and chemicals and chemical products, but decreased in all other commodities.



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Recent Trade Inquiries

A List of Inquiries Received from Various Sources including the Canadian Trade Mission, London; the Canadian Trade Commission, Ottawa; the Department of Trade and Commerce, Ottawa; and the Commercial Intelligence Department, C.M.A., Toronto.

DOMESTIC.

703. Quebec: An agent in Montreal who speaks French, and has had considerable experience as a manufacturers' agent wishes to make connections with Ontario manufacturers not yet represented in the Province of Quebec. He is particularly interested in hardware.

704. Manitoba: An agent in Winnipeg, who furnishes good references, desires to get in touch with Eastern manufacturers who wish to be represented in the Province of Manitoba.

FOREIGN.

705. New Zealand: An indent agent in Wellington, New Zealand, would like to get into communication with Canadian manufacturers who wish to appoint an agent in New Zealand.

706. England: An old-established firm of export merchants in London, England, who are members of the London Corn Trade Association and are in direct touch with the largest dealers and users of wheat flour in the United Kingdom, wish to obtain the representation of large exporters of Canadian wheat flour. They are also interested in making connections with exporters in Canada of condensed milk, canned goods and other food stuffs.

707. Egypt: A firm in Egypt, with branches at Cairo, Khartoum, Syria and Palestine, has advised us that they are anxious to open relations with firms dealing in cereals and general produce, and will be glad to get in touch with interested parties in Canada. They are in a position to furnish bank and business references on request.

708. Canned Fruits: A London firm, with continental agencies, invite quotations for Canadian canned fruits from packers.

709. Lobsters: A Swedish firm of exporters and importers desire to act as representatives for Canadian firms engaged in the canning of lobsters. References given.

710. Flour, butter, cheese: Prominent firm of Jamaican importers desire to receive communications from Canadian exporters who are prepared to give them the exclusive agency in Jamaica for the following:—Flour, butter, cheese, and other articles in the grocery, provision, and kindred lines. Terms, cash in exchange for bill of lading in Jamaica, on arrival of the goods. Best references.

711. Barley grain: A Swiss firm requires 2,000 to 3,000 tons of barley grain, first quality, for the manufacture of beer. Two samples must be submitted with quotation, each sample weighing one pound.

712. A firm of importers and exporters in Jamaica wish to get into touch with Canadian firms interested in the import of grape fruit, oranges, cocoanuts, and other tropical and semi-tropical products. They also desire to form connections with firms engaged in the export of flour stuffs, cod and pickled fish.

713. Mouldings and Skirtings: A Liverpool firm ask to be placed in touch with exporters of mouldings and skirtings.

714. Broom Handles: A liverpool firm ask for quotations on broom handles, 48 inches by 1⅛ inch by 1¼ inch, in 200 gross lots.

715. Food products, Labor-Saving Devices, and Wood-Pulp. A firm with head office and warehouse in London and branches in Birmingham, Bristol, Southampton, and Edinburgh, and consequently possessing facilities for storing, packing and distributing, while they claim a connection with important buyers, invite correspondence from Canadian manufacturers and others seeking representation. The firm are specially interested in food products, patent labor-saving devices, and wood-pulp.

AGENCIES WANTED

Agencies for Canadian-made goods for the London market are desired by young English business men who see a good future for Canadian products in Great Britain. They are specially interested in securing representation for canned lobster and salmon packers, though they can handle other lines as well. Address inquiries Box 230 INDUSTRIAL CANADA, 1301 Bank of Hamilton Building, Toronto.

The Algoma Steel Corporation, Limited, have received an order from the Dominion Government for 50,000 tons of rails for the Canadian National Railways. Their plant at Sault Ste. Marie, Ontario, is in full operation on the contract with two thousand hands at work. It will take about two months to complete the contract.



For a "Great" Vacation

Sometimes the best vacation of all is the laziest. And nothing can be more restful, more care-free than to

Take the Great Lakes Trip

on a luxurious Canadian Pacific Steamship across Lakes Superior and Huron. Eastbound, the Canadian Pacific Railway makes direct connections with its steamships at Fort William and Port Arthur—westbound, at Port McNicoll.

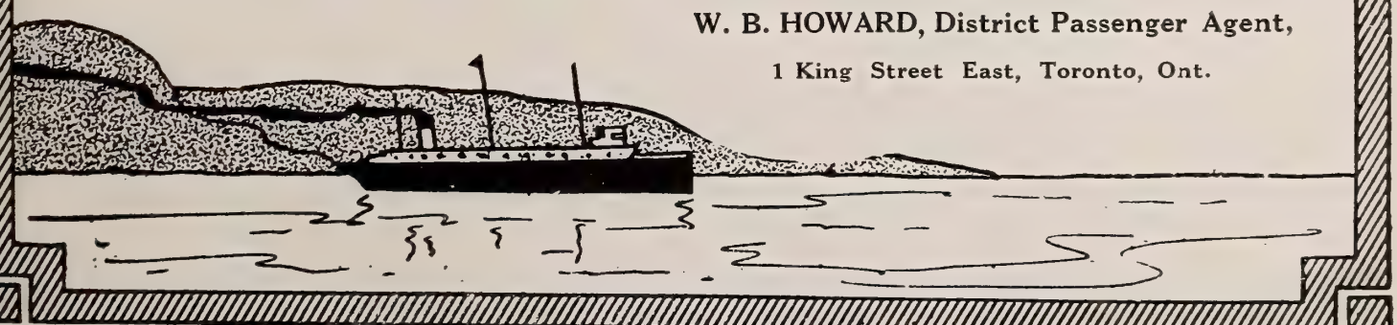
This Great Lakes trip has every fascination of ocean travels—plus the fascinations of the "Soo". You have every thrill of aboard-ship life—every pleasure under the sun and the moon—with excellent service and a cuisine that is worthy of your marvelous appetite.

Whether you make this trip as an excursion by itself or as part of a transcontinental journey, you will want to go a second time by a

Canadian Pacific Steamship

For particulars and reservations apply to

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Bureau of Canadian Information

Ask the Canadian Pacific about Canada
CANADIAN PACIFIC RAILWAY

THE CANADIAN PACIFIC RAILWAY, through its Bureau of Canadian Information, will furnish you with the latest reliable information on every phase of industrial and agricultural development in Canada. In the Reference Libraries maintained at Chicago, New York and Montreal are complete data on natural resources, climate, labor, transportation, business openings, etc., in Canada. Additional data is constantly being added.

No charge or obligation attaches to this service. Business organizations are invited to make use of it.

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Ocean Shipping News

Acquire New Ships

Two Former German Lines Bought by C. P. R. from British Government

Two great liners, the *Kaiserin Auguste Victoria* and the *Prinz Friedrich Wilhelm*, have been purchased by the Canadian Pacific Railway for its Atlantic and Pacific ocean services, and will be placed in operation in the near future. The *Kaiserin Auguste Victoria*, of 24,000 gross tons, will be renamed the *Empress of Scotland*, and employed on the run between Quebec and Liverpool, while the *Prinz Friedrich Wilhelm*, of 17,500 gross tons, will be re-christened the *Empress of China* and sent to the Pacific to augment the company's service between Vancouver, Yokohama and Hong Kong.

The reason for the purchases is the company's inability, owing to strikes, to obtain delivery of the four liners ordered in British yards in January, 1919. These are the *Montrose, Montcalm and Montclair*, each of approximately 16,000 gross tons, destined for Montreal-Liverpool service, and the *Empress of Canada*, 22,000 tons for Pacific route.

Opened New Sheds

Minister of Marine and Fisheries Performs Ceremony at Montreal

During the visit of the party of 250 members of the Senate and House of Commons to the port of Montreal on Ascension Day, May 5th, the new sheds, Nos. 17, 18 and 19, on Victoria pier, were formally opened by Hon. C. C. Ballantyne, Minister of Marine and Fisheries and Naval Service.

In calling upon the Minister to open the new sheds, Mr. W. G. Ross, president of the harbor commissioners, said in part: "Changes there may have been in the political Government of the country, but no change of policy has taken place as regards the co-operation granted the commissioners, and I desire to express on their behalf our sincere and grateful appreciation to the members of the Senate and of the House of Commons for the encouragement and financial backing they have given us in our efforts to make this harbor a pride and profit to them and to the country This harbor is the eastern portal of most of the trade of the whole country, from west to east, harboring ships of all nations, not least among them the ships of your own mercantile marine, which have planted a flag in many a new trade centre with great benefit, directly and indirectly, to the commerce of the country."

Mr. Ross then handed to Mr. Ballantyne as a souvenir of this occasion a massive silver tray, suitably inscribed.

Mr. Ballantyne, in replying, said he was pleased to have the opportunity of officially declaring open these new sheds, which he understood were the largest sheds on the harbor front. He believed it would be a short time only before more such accommodation would be required. So long as he was Minister of Marine, he added, he would support the commissioners in their work. The speaker then formally declared the new sheds open, and as he did so unveiled a tablet which bore an inscription as to the occasion, with the names of the commissioners and harbor officials.

New Italian Service

C.P.R. Starts Service Montreal to Genoa on July 23rd With S.S. Montreal

A service between Canada and Italy will be inaugurated on July 23rd by the C.P.R., in conjunction with the Navigazione Generale Italiana. The C.P.R. will use the 9,462 gross tons liner, *Montreal*, formerly the German liner, *Koenig Friedrich August*, and the Italian Line will use the 6,938-ton liner *Caserta*. The two vessels will provide a monthly service between Montreal and Genoa. They will carry both freight and passengers.

EXPORT

A market for goods abroad is a safeguard of no mean order to the manufacturer in Canada and some of the largest and most progressive firms in the Dominion are realizing to-day on their foresight by marketing the products of their factories in foreign lands.

Canada is by nature a world-trader. We have raw materials in variety and abundance that the world outside requires, and we have the intelligence and the ability to work those basic materials into finished products for the peoples of other countries. Again, there are some things we cannot produce here and which must come from other peoples, hence we can hardly avoid trading to, and in, the principal ports of the seas of the world.

By the "NATIONAL" Ships

The facilities for marketing are ready for your use; and so, likewise are the facilities to bring the native raw materials to your factories. The rails of Canadian National Railways, traversing the nine provinces of the Dominion and reaching direct all of the ocean ports furnish the domestic service. The ships of the Canadian Government Merchant Marine radiate from the ports on both coasts to Britain, the West Indies, South America, Australasia, the Orient, the Far East, and to the Mediterranean cities. They will take care, adequately, of your business abroad.

TRAVEL AND SHIP "NATIONAL"

Steamship Sailings

Proposed Sailings From Montreal, Quebec, Vancouver and Halifax

Subject to Change Without Notice

FROM MONTREAL.

To Liverpool.

Canadian Conqueror	Can. Govt. Mer. Marine	Ab't June 1
Hastings County	Inter-Continental Trans., Ltd.	Ab't June 3
Minnedosa (cold storage)	C.P.O.S., Ltd.	Ab't June 3
Canada (cold storage)	White Star-Dominion Line	Ab't June 4
Canadian Mariner	Can. Govt. Mar. Marine	Ab't June 15
*Empress of Britain (cold storage)	C.P.O.S., Ltd.	Ab't June 7
Metagama (cold storage)	C.P.O.S., Ltd.	Ab't June 16
Empress of France (cold storage)	C.P.O.S., Ltd.	Ab't June 21
Victorian (cold storage)	C.P.O.S., Ltd.	Ab't June 24
Melita (cold storage and cold air)	C.P.O.S., Ltd.	Ab't July 1

*Sail from Quebec.

To London.

Vitellia	Cunard Line	Ab't June 3
Bolingbroke	C.P.O.S., Ltd.	Ab't June 4
Canadian Rancher	Can. Govt. Mar. Marine	Ab't June 8
Vennonia	Cunard Line	Ab't June 10
Cornish Point	Furness Line	Ab't June 10
Canadian Raider	Can. Govt. Mar. Marine	Ab't June 27
Venusia	Cunard Line	Ab't June 17
Bosworth	C.P.O.S., Ltd.	Ab't June 18

To Glasgow.

Cabotia	Anchor-Donaldson Line	Ab't June 4
Canadian Aviator	Can. Govt. Mer. Marine	Ab't June 11
Cassandra	Anchor-Donaldson Line	Ab't June 11
Pretorian (cold storage)	C.P.O.S., Ltd.	Ab't June 15
Tunisian (cold storage)	C.P.O.S., Ltd.	Abt. July 2

To Avonmouth.

Turcoman (cold storage)	Dominion Line	Ab't June 8
Lakonia	Anchor-Donaldson Line	Ab't June 10
Cornishman (cold stor.)	Dominion Line	Ab't June 22

To Manchester.

Manchester Corporation	Manchester Liners	Ab't June 2

To Cardiff and Swansea.

Canadian Hunter	Can. Govt. Mer. Mar.	Ab't June 25

To Leith and Newcastle.

Cairnvalona	Thomson Line	Ab't June 12

To Norwegian Ports.

Drammensfjord	Norwegian-American Line	Ab't June 25

To Rotterdam and Hamburg.

Merrymount	Rogers & Welsh Line	Ab't June 16
Lord Antrim	Head Line	Ab't June 10

To Rotterdam.

Gothland	Canada Line	Ab't June 18

To Rotterdam and Antwerp.

Neshobee	Rogers & Welsh Line	Ab't June 10

To Antwerp.

Scandinavian	C.P.O.S., Ltd.	Ab't June 17
Montreal	C.P.O.S., Ltd.	Ab't June 18
Corsican (cold storage)	C.P.O.S., Ltd.	Ab't June 30

To India.

Trevorian	C.G.M.M.	Ab't June 20

To Australia and New Zealand.
Melbourne, Sydney, Auckland, Wellington, Lyttleton and Dunedin.

Canadian Commander (cold storage)	C.G.M.M.	Ab't June 25

To South Africa,
Cape Town, Port Elizabeth, East London, Durban and Delagoa Bay.

Benguela	Elder Dempster Line	Ab't June 20

To Ric, Santos, Brazil, Montevideo and Buenos Aires.

Canadian Explorer	C.G.M.M.	Ab't June 23

To Nassau, Kingston and Belize.

Canadian Fisher	C.G.M.M.	Ab't June 14

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Canadian Observer	C.G.M.M.	Ab't June 7
Canadian Gunner	C.G.M.M.	Ab't June 21

To Havana.

Canadian Sealer	C.G.M.M.	Ab't June 3
Canadian Adventurer	C.G.M.M.	Ab't June 17

To St. John's, Newfoundland.
(Via Charlottetown, P.E.I.)

Canadian Sapper	C.G.M.M.	Ab't June 17

FROM VANCOUVER.

To Kobe, Shanghai and Taku Bar.

Canadian Exporter	Can. Govt. Mer. Mar.	Ab't June 30

To Kobe, Yokohama, Hong-Kong and Manila.

Protesilaus	Blue Funnel Line	Ab't June 5
Teucer	Blue Funnel Line	Ab't June 26

To Kobe, Shanghai, Hong-Kong, Manila and Singapore.

Esther Dollar	Canadian Robert Dollar Co.	Ab't June 15

To Kobe, Yokohama, Shanghai, Hong-Kong, Manila, Moji and Nagasaki.

†*Empress of Japan	C.P.O.S., Ltd.	Ab't June 15
*§West Jessup	Struthers & Dixon	Ab't June 16
Manila Maru	Osaka Shosen Kaisha Line	Ab't June 16
*†‖Genoa Maru	Nippon Yusen Kaisha Line	Ab't June 22
Empress of Asia	C.P.O.S., Ltd.	Ab't June 23
Hawaii Maru	Osaka Shosen Kaisha Line	Ab't July 1
*†‖Durban Maru	Nippon Yusen Kaisha Line	Ab't July 13
*§West Ison	Struthers & Dixon	Ab't July 16
§†Monteagle	C.P.O.S., Ltd.	Ab't July 16
*Empress of Russia	C.P.O.S., Ltd.	Ab't July 20

To Australian and New Zealand Ports.

‡Makura	Can. Australasian Line	Ab't June 4
Canadian Highlander	C.G.M.M.	Ab't June 5
Wairuna	Can. Australasian Line	Ab't June 7
Canadian Importer	Can. Govt. Mer. Mar.	Ab't June 20
‡Niagara	Can. Australasian Line	Ab't July 9

‡Will also call at Honolulu and Suva.
*Does not call at Moji.
†Does not call at Manila.
§Does not call at Nagasaki.
‖Does not call at Shanghai or Hong-Kong.

FROM HALIFAX, N.S.

To Liverpool.

Digby	Furness Line	Ab't June 15

To Bermuda and British West Indies.

Chignetco	R.M.S.P. Co.	Ab't June 10
Caraquet	R.M.S.P. Co.	Ab't June 24

To St. John's, Newfoundland.

Rosalind	Red Cross Line	Ab't June 6
Lady of Gaspe	Nova Scotia S.S. Co.	Ab't June 14

From North Sydney, N.S., to St. John's, Newfoundland.

Sable I	Farquhar Co., Ltd.	Weekly Service

New Steamer Launched

"Canadian Pathfinder" is Latest Addition to the C.G.M.M. Fleet

Another addition was made to the fleet of the Canadian Government Merchant Marine, when the *Canadian Pathfinder* was launched on May 12th from the yards of the Dominion Shipbuilding Company, Limited, Toronto, by the Collingwood Shipbuilding Company. The christening was performed by Miss Jean Smith, daughter of H. B. Smith, president of the Collingwood Shipbuilding Company.

The *Canadian Pathfinder* is a single-screw cargo steamer, constructed for ocean service, with a deadweight carrying capacity of approximately 3,500 tons. Engine and boilers are of the usual triple-expansion type. The vessel is a single-decker with poop deck and forecastle. She has one hold forward and one aft with machinery space. A sister ship, the *Canadian Engineer*, is on the stocks and approaching completion.

We are builders of railway vehicles to suit every requirement of passenger, freight and general service on steam and electric lines either to the purchaser's or, if required, to our own designs and specifications for home or export orders.

Among our many other products are the following:---

STEEL
CASTINGS
ROLLED BARS
PRESSED WORK
COUPLERS
SPRINGS
BOLSTERS
BRAKE-BEAMS
DRAFT-ARMS
RAILWAY TRACKWORK
ROLLING MILL ROLLS
ETC.

IRON
MALLEABLE CASTINGS
ROLLED BARS
CHILLED WHEELS
DROP FORGINGS
ROLLER SIDE BEARINGS
ETC.

If not mentioned here, it is probably an "Etc."

FERRO-ALLOYS
CASTINGS
CRUSHER JAWS
DIPPER TEETH
BUCKET LIPS
PINS AND BUSHES
CRANK SHAFTS
CRANK PINS
ROLL SHELLS
SPECIAL TRACKWORK
ROLLING MILL ROLLS
ETC.

Our plants are thoroughly equipped for large and efficient production, and we invite correspondence from those interested.

Kindly address: SALES DEPARTMENT, P.O. BOX 180, MONTREAL

CANADIAN CAR & FOUNDRY CO., LIMITED
CANADIAN STEEL FOUNDRIES LIMITED
THE PRATT & LETCHWORTH CO., LIMITED

Plants at--- Montreal Amherst, N.S. Welland, Ont. Brantford, Ont. Fort William, Ont.

Buyers' Guide to Canadian Manufactures

List of Articles which will Enable the Purchaser to Know the Manufacturers of Made-in-Canada Goods. Rates for insertion in this department, $4.00 per heading per year (12 insertions).

ABRASIVES
*Canadian Hart Wheels, Limited, Hamilton, Ont.
*Dominion Abrasive Wheel Co., New Toronto, Ont.
*Norton Company of Canada, Ltd., Hamilton, Ont.

ACCOUNT BOOKS
*The Brown Bros., Ltd., Toronto.

ACCUMULATORS, hydraulic
*The Hydraulic Machinery Co., Limited, Montreal.

ACETYLENE GAS
*The Prest-O-Lite Company of Canada, Ltd., Toronto, Ont.

ACETYLENE GAS BURNERS
Economic Acetylene Burner Co., Toronto, Ont.
*The Prest-O-Lite Company of Canada, Ltd., Toronto, Ont.

ACIDS
*The Grasselli Chemical Co., Ltd., Toronto.
*The Nichols Chemical Co., Ltd., Montreal, Que.

ADVERTISING NOVELTIES
Lawson & Jones, Ltd., London, Ont.

AERATED BEVERAGES
Charles Gurd & Co., Ltd., Montreal, Que.
J. J. McLaughlin, Ltd., Toronto.

AIR COMPRESSORS
*Canadian Ingersoll-Rand Co., Sherbrooke, Que.
*Smart-Turner Machine Co., Ltd., Hamilton, Ont.

AIR LIFT PUMPS
*Canadian Ingersoll-Rand Co., Sherbrooke, Que.

ALCOHOL
*Canadian Industrial Alcohol Company, Ltd., Montreal, Que.

ALKALIES
Brunner, Mond Canada, Limited, Amherstburg, Ont.

ALUMINUM
*Northern Aluminum Co., Ltd., 1805 Traders Bank, Toronto.

ALUMINUM COOKING UTENSILS
The Louis McLain Company, Limited, Toronto.

AMMONIA
Canadian Ammonia Co., Ltd., Toronto, Ont.

ANCHORS, all steel
Beauchemin & Fils, Ltd., Sorel, Que.

ANGLE BARS
*Burlington Steel Co., Ltd., Hamilton, Ont.
*MacKinnon Steel Co., Limited, Sherbrooke, Que.
*The Steel Company of Canada, Ltd., Hamilton, Ont.

ARSENIC
*Deloro Smelting & Refining Co., Limited, Deloro, Ont.

ARTIFICIAL LIMBS
Chesley Artificial Limb Co., Ltd., Hantsport, N.S.

ASBESTOS
Atlas Asbestos Company, Limited Montreal, Que.
*Eureka Mineral Wool & Asbestos Co., Toronto, Ont.

ASBESTOS SHEATHING
*Eureka Mineral Wool & Asbestos Co., Toronto, Ont.

ASBESTOS SHEET AND PISTON PACKINGS
Atlas Asbestos Company, Limited, Montreal, Que.
*Eureka Mineral Wool & Asbestos Co., Toronto, Ont.

ASBESTOS STEAM PIPE AND BOILER COVERINGS
Atlas Asbestos Company, Limited, Montreal, Que.
*Eureka Mineral Wool & Asbestos Co., Toronto, Ont.

ASBESTOS TEXTILES
Atlas Asbestos Company, Limited, Montreal, Que.
*Eureka Mineral Wool & Asbestos Co., Toronto, Ont.

AUTOMOBILE PARTS
*Dominion Forge & Stamping Co., Walkerville, Ont.

AWNING CORD (cotton)
Hamilton Cotton Co., Hamilton, Ont.

AXLES
Guelph Spring & Axle Co., Ltd., Guelph, Ont.

AXLES, carriage and automobile
Guelph Spring & Axle Co., Ltd., Guelph, Ont.

BABBITT METAL
Alonzo W. Spooner, Ltd., Port Hope, Ont.
Beveridge Paper Co., Ltd., Montreal, Supply Department.
*Hoyt Metal Co., Toronto, Ont.
Magnolia Metal Co. of Canada, Ltd., Montreal, Que.
*The Canada Metal Co., Toronto, Ont.
*Tallman Brass & Metal, Ltd., Hamilton, Ont.

BAGS, Cotton
The Canadian Bag Co., Limited, Montreal, Que.

BAGS, jute
The Canadian Bag Co., Limited, Montreal, Que.

BAGS, travelling
J. Eveleigh & Co., Ltd., Montreal.
Lamontague, Ltd., Montreal, Que.
*The M. Langmuir Mfg. Co., of Toronto, Ltd., Toronto, Ont.

BAND RESAWS
*Canada Machinery Corporation, Limited, Galt, Ont.
*P. B. Yates Machine Co., Ltd., Hamilton, Ont.

BAND SAWS
*E. C. Atkins & Co., Inc., Hamilton, Ont.

BANK FITTINGS
The Canadian Office & School Furniture Co., Ltd., Preston, Ont.

BANK AND OFFICE RAILINGS AND CAGES
*Canada Wire and Iron Goods Co., Hamilton, Ont.
*Dennis Wire & Iron Works Co., London, Ont.
*The Geo. B. Meadows, Toronto, Wire, Iron & Brass Works Co., Ltd., Toronto, Ont.

BARRELS, steel, and containers
*Smart-Turner Machine Co., Ltd., Hamilton, Ont.

BARS, iron
London Rolling Mill Co., Ltd., London, Ont.

BARS, steel
London Rolling Mill Co., Ltd., London, Ont.

BASEBALL GOODS
A. J. Reach Co., Brantford, Ont.

BATHS, enamelled
Amherst Foundry Co., Ltd., Amherst, N.S.

BATTERIES, dry
*The Canadian National Carbon Co., Ltd., Toronto, Ont.

BATTERIES, Flashlight
*The Canadian National Carbon Co., Ltd., Toronto, Ont.

BATTERIES, Storage
*The Canadian National Carbon Co., Ltd., Toronto, Ont.

BEARINGS, pillow block and upright
*Canadian Fairbanks-Morse Company, Ltd., Montreal, Que.

BELT HOOKS
*Torrington Company, Limited, Upper Bedford, Que.

BELTING CHAINS
*Canadian Link-Belt Company, Ltd., Toronto, Ont.

BELTING, elevator
*Canadian Consolidated Rubber Co., Ltd., Montreal, Que.

BELTING, leather
The Beardmore Belting Co., Ltd., Toronto, Ont.
*J. L. Goodhue & Co., Danville, Que.
*McArthur Beltings, Limited, Brockville, Ont.
*The D. K. McLaren Belting Co., Ltd., Montreal, Que.
*The J. C. McLaren Belting Co., Ltd., Montreal, Que.

BELTING, rubber
*Canadian Consolidated Rubber Co., Ltd., Montreal, Que.
*Gutta Percha and Rubber Ltd., Toronto, Ont.

BELTING, stitched cotton duck
*Dominion Belting Co., Ltd., Hamilton, Ont.

BENT GOODS
The Crown Lumber Co., Woodstock, Ont.

BISCUITS
The Montreal Biscuit Co., Montreal, Que.

BLACK SHEETS
*A. C. Leslie & Co., Montreal, Que.

BLANKETS
Slingsby Mfg. Co., Ltd., Brantford, Ont.
J. Walshaw & Son, Ltd., Bolton, Ont.

BLANKETS, horse
Slingsby Mfg. Co., Ltd., Brantford, Ont.
J. Walshaw & Son, Ltd., Bolton, Ont.

BLASTING ACCESSORIES
Canadian Explosives, Ltd., Montreal, Que.

BLEACHING POWDER
*Canadian Salt Co., Ltd., Windsor, Ont.

BLOWERS
*The Canadian Blower & Forge Co., Ltd., Kitchener, Ont.

BOARDS, paper, fibre, press
Beveridge Paper Co., Ltd., Montreal, Supply Department.

BOATS OF ALL KINDS
Peterboro Canoe Co., Ltd., Peterboro, Ont.

BOBBINS
Canada Spool & Bobbin Co., Ltd., Walkerton, Ont.

BOILER COMPOUND
Beveridge Paper Co., Ltd., Montreal, Supply Department.

BOILER COMPOUND AND OILS
Electric Boiler Compound Co., Ltd., Guelph, Ont.

BOILER GRAPHITE
Black Donald Graphite Company, Limited, Calabogie, Ont.

BOILER LININGS AND COVERINGS
Beveridge Paper Co., Ltd., Montreal, Supply Department.

BOILERS
*Canadian Mead Morrison Co., Ltd., Montreal, Que.
*Goldie & McCulloch Co., Limited, Galt, Ont.
*E. Leonard & Sons, Ltd., London, Ont.
J. & R. Weir, Montreal, Que.
Taylor-Forbes Co., Ltd., Guelph
*The Waterous Engine Works Co., Ltd., Brantford, Ont.

BOILERS, hot water or steam
Warden King, Ltd., Montreal.

BOILERS, steam
*The Goldie & McCulloch Co., Ltd., Galt, Ont.
*The Waterous Engine Works Co., Ltd., Brantford, Ont.

BOILERS, steam and brass work
*The Waterous Engine Works Co., Ltd,, Brantford, Ont.

BOLTS AND NUTS
*The Canadian Tube & Iron Co., Ltd., Montreal, Que.
*The National Acme Mfg. Co., Montreal, Que.
*The Steel Company of Canada, Ltd., Hamilton, Ont.

BOOKBINDERS
*The Brown Bros., Ltd., Toronto.

BOOKCASES
*Office Specialty Mfg. Co., Ltd., Newmarket, Ont.

BOOKCASES, sectional (Gunn)
The George McLagan Furniture Co., Ltd., Stratford, Ont.

BOOKS, blank
*The Brown Bros., Ltd., Toronto.

BOOTS AND SHOES
J. Leckie Co., Ltd.
The John Ritchie Co., Ltd., Quebec, Que.

BOXES, cellular and fibre board
*Hinde & Dauch Paper Co. of Canada, Limited, Toronto.
*Thompson & Norris Co., of Canada, Ltd., Toronto and Montreal.

BOXES, rattle and soap
The Arlington Co. of Canada, Ltd., Toronto, Ont,

BOXES, steel shop
*Steel Trough and Machine Co., Ltd., Tweed, Ont.

BOXES AND SHOOKS, wooden
The C. Beck Mfg. Co., Ltd., Penetanguishene, Ont.

BOXES, wooden
Barchard & Co., Ltd., Toronto.

BRAKE SHOES
*Canadian Hart Wheels, Limited, Hamilton, Ont.

BRANDS, burning
Pritchard, Andrews Co. of Ottawa, Ltd., Ottawa, Ont.

BRASS AND BRONZE WIRE
*Standard Underground Cable Co. of Canada, Ltd., Hamilton, Ont.

BRASS ENGRAVERS
Pritchard, Andrews Co, of Ottawa, Ltd., Ottawa, Ont.

BRASS FOUNDERS AND FINISHERS
*The Booth-Coulter Copper & Brass Co., Ltd., Toronto, Ont.
Sully Brass Foundry, Limited, Toronto
*Tallman Brass & Metal, Ltd., Hamilton, Ont.

*For Display Advertisement see Index, Page 45

BRASS GOODS
*The Booth-Coulter Copper & Brass Co., Ltd., Toronto, Ont.
The James Morrison Brass Mfg. Co., Ltd., Toronto, Ont.
*The Kerr Engine Co., Limited, Walkerville, Ont.

BRASS RODS, SHEETS AND PLATES
*Brown's Copper and Brass Rolling Mills, Ltd,, New Toronto.

BRASS SHEETS AND PLATES
*Copper Products, Ltd., Montreal, Que.

BRASS TUBING, seamless
Canadian Seamless Wire Co., Ltd., Toronto, Ont.
*Copper Products, Ltd., Montreal, Que.

BRASS WIRE
Canadian Seamless Wire Co., Ltd., Toronto.

BRASS WORK, church
Pritchard, Andrews Co. of Ottawa, Ltd., Ottawa, Ont.

BRASS WORK, special
*Booth-Coulter Copper & Brass Co., Ltd., Toronto, Ont.
*The Waterous Engine Works Co., Ltd., Brantford, Ont.

BRICK
National Brick Co. of Laprairie, Laprairie, Que.
Port Credit Brick Co., Port Credit, Ont.

BRICK, enamel
National Brick Co. of Laprairie, Laprairie, Que.

BRICK, pressed
National Brick Co. of Laprairie, Laprairie, Que.

BRICK, rubbing
*Canadian Hart Wheels, Limited, Hamilton, Ont.

BRICK, sewer.
National Brick Co. of Laprairie, Laprairie, Que.

BRIDGES, Railway and Highway
*Canadian Des Moines Steel Co., Limited, Chatham.
*Hamilton Bridge Works Co., Ltd., Walkerville, Ont.
*The Canadian Bridge Co., Ltd., Hamilton, Ont.
*McGregor & McIntyre, Ltd., Toronto, Ont.
*Dominion Bridge Co., Montreal.
*Mackinnon Steel Co., Ltd., Sherbrooke, Que.

BROOMS
Simms, T. S., & Co., Limited, St. John, N.B.
Stevens-Hepner Co., Limited, Port Elgin, Ont.

BRONZE SHEETS, RODS, PLATES
*Brown's Copper and Brass Rolling Mills, Ltd., New Toronto.
*Copper Products, Ltd., Montreal, Que.

BRONZE TUBING, seamless
*Copper Products, Ltd., Montreal, Que.

BRUSHES
Simms, T. S., & Co., Limited, St. John, N.B.
Stevens-Hepner Co., Ltd., Port Elgin, Ont.

BRUSHES, carbon
*Canadian National Carbon Co., Ltd., Toronto.

BUCKET TANKS
*MacKinnon Steel Co., Ltd,, Sherbrooke, Que.
*The Bennett & Wright Co., Ltd., Toronto. Ont.

BUILDING FELT AND PAPER
Beveridge Paper Co., Ltd., Montreal.
*Eureka Mineral Wool & Asbestos Co., Toronto, Ont,
*The Barrett Co., Ltd., Toronto and Montreal.

BUNGS, wooden for barrels
Wm. H. White, Ville St. Pierre, Montreal, Que.

BUCKLES, shoe and coat
Parmenter & Bulloch Co., Limited, Gananoque, Ont.

BURLAPS
The Canadian Bag Co., Limited, Montreal, Que.

BURLAPS, decorative
Dominion Oil Cloth and Linoleum Co., Limited, Montreal, Que.

CABLES, electric light, power, telephone and telegraph
*Northern Electric Company, Limited, Montreal, Que.
*Standard Underground Cable Co. of Canada, Ltd,, Hamilton, Ont.

CABLES, wire
*The Dominion Wire Rope Co., Ltd., Montreal, Que.
*The B. Greening Wire Co., Ltd., Hamilton, Ont.

CALENDARS, ADVERTISING NOVELTIES, etc.
Lawson & Jones, Ltd., London.

CAMERAS
Canadian Kodak Co., Ltd., Toronto, Ont.

CAMPERS' OUTFITTERS
Slingsby Mfg. Co., Ltd., Brantford, Ont.

CANADA SILVER
*Brown's Copper and Brass Rolling Mills, Ltd., New Toronto.

CANOES
Peterboro Canoe Co., Ltd., Peterboro. Ont.
The "Canadian" Canoe Co., Ltd., 216 Rink St., Peterborough, Ont.

CANS, baking powder, etc.
American Can Co., Montreal (Que.) and Hamilton (Ont.).
A. R. Whittall Can. Co., Ltd., Montreal, Que.
*MacDonald Mfg. Co., Ltd., Toronto, Ont.

CANS, fruit
American Can Co., Montreal (Que.) and Hamilton (Ont.).
A. R. Whittall Can. Co., Ltd., Montreal, Que.
*MacDonald Mfg. Co., Ltd., Toronto, Ont.

CANS, iron, lead and putty
A. R. Whittall Can. Co., Ltd., Montreal, Que.

CANS, tin
A. R. Whittall Can Co., Ltd., Montreal, Que.
American Can Co.. Montreal (Que.) and Hamilton (Ont.).
*MacDonald Mfg. Co., Ltd., Toronto, Ont.

CAPS, cloth
John W. Peck & Co., Ltd., Montreal. Que.

CARBIDE
*Canada Carbide Co., Ltd., Montreal, Que.

CARBONS-PROJECTOR
*Canadian National Carbon Co., Ltd., Toronto, Ont.

CARBONIC ACID GAS
*Canadian Carbonate Co.. Montreal.

CARD RECORD SYSTEMS
Lowe-Martin Co., Ltd., Ottawa, Ont.
*Office Specialty Mfg. Co., Ltd., Newmarket, Ont.

CARPETS AND RUGS
Toronto Carpet Mfg. Co., Limited, Toronto.

CARPET FELTS, plain and corrugated
Beveridge Paper Co., Ltd., Montreal, Supply Department.

CARRIERS
*Richards-Wilcox Canadian Co., Ltd., London, Ont.

CARRIERS, box and barrel
*Canadian Mathews Gravity Carrier.

CARRIERS, brick
*Canadian Mathews Gravity Carrier Co., Limited, Toronto.
*Richards-Wilcox Canadian Co., Ltd., London, Ont.

CARS
*National Steel Car Co., Ltd., Hamilton, Ont.

CARS, industrial
*MacKinnon Steel Co., Ltd., Sherbrooke, Que.

CARTONS, lithographed
Consolidated Lithographing and Mfg. Co., Ltd., Montreal, Que.
Harris Lithographing Co., Ltd., Toronto, Ont.

CASTINGS, Alloy
*The Electric Steel & Metals Co., Ltd., Welland, Ont.

CASTINGS, aluminum, brass and bronze
*Booth-Coulter Copper & Brass Co., Ltd., Toronto, Ont.
Sully Brass Foundry, Limited, Toronto

CASTINGS, grey iron
*Canadian Rumely Co., Ltd., Toronto, Ont.
*The Goldie & McCulloch Co., Ltd., Galt, Ont.
*Wm. Kennedy & Sons, Ltd., Owen Sound, Ont.

CASTINGS, malleable iron
*Galt Malleable Iron Co., Ltd., Galt, Ont.

CASTINGS, steel
Beauchemin & Fils, Ltd., Sorel, Que.
*Canadian Steel Founderies, Ltd., Montreal, Que.
*Dominion Foundries and Steel Co., Ltd., Hamilton, Ont.
*Electric Steel & Metals Co., Ltd., Welland, Ont.
*Wm. Kennedy & Sons, Ltd., Owen Sound, Ont.

CATALOGUE MAKERS
Grip, Ltd., Toronto, Ont.

CATALOGUE COVERS, by new lithographing process
Harris Lithographing Co., Ltd., Toronto, Ont.

CAUSTIC SODA
*Canadian Salt Co., Ltd., Windsor.

CEMENT WATERPROOFING
*Trussed Concrete Steel Company of Canada, Ltd., Walkerville, Ont.

CEMENTS, High Temp.; plastic, liquid
Beveridge Paper Co., Ltd., Montreal, Supply Department.

CENTRIFUGAL PUMPS
*The Goldie & McCulloch Co., Ltd., Galt, Ont.

CHAINS, for elevators, conveyors and drives
*Canadian Link-Belt Company, Ltd., Toronto, Ont.

CHAIRS
*Office Specialty Mfg. Co., Ltd Newmarket, Ont.

CHAIRS; Folding and Assembly Seating
Stratford Mfg. Co., Ltd., Stratford, Ont.

CHAIRS, rattan and upholstered
Imperial Rattan Co., Ltd., Stratford, Ont.

CHEMICALS
Canadian Laboratory Supplies, Ltd., Toronto, Ont.
*The Grasselli Chemical Co., Ltd., Toronto, Ont.
*The Nichols Chemical Co., Ltd., Montreal, Que.

CHEMISTS, industrial
*Milton Hersey Co., Montreal.

CHICLETS AND CHEWING GUM
Canadian Chewing Gum Co., Ltd., Toronto, Ont.

CIRCULAR CUTTERS, solid steel
*Galt Knife Co., Ltd.
The Peter Hay Knife Co., Ltd., Galt, Ont.

CIRCULAR SAWS
*E. C. Atkins & Co., Inc., Hamilton, Ont.

CLAM SHELL BUCKETS
*Canadian Mead Morrison Co., Ltd., Montreal, Que.

CLOCKS, time
*International Business Machines Co., Ltd., Toronto.

CLOCKS, watchmen's
*The Bennett & Wright Co., Ltd., Toronto, Ont.

CLOSET SEATS
*Goderich Organ Co., Goderich,Ont.

CLOTHING
John W. Peck & Co., Ltd., Montreal, Que.

CLOTHING, leather and sheepskin lined coats
*A R. Clarke & Co., Ltd., Toronto.

CLOTHING, Mackinaw
The Carss Mackinaw Clothing Co., Ltd., Orillia, Ont.

CLOTHES LINES, cotton
Hamilton Cotton Co., Hamilton, Ont.

COAL
*Nova Scotia Steel & Coal Co., Ltd., New Glasgow, N.S.
Standard Fuel Co., Toronto, Ont.

COBALT OXIDE
*Deloro Smelting & Refining Co., Ltd., Deloro, Ont.
The Coniagas Reduction Co., Ltd., St. Catharines, Ont.

COBALT METAL
*Deloro Smelting & Refining Co., Ltd., Deloro, Ont.

COFFEE
S. H. Ewing & Sons, Montreal.

COLD DRAWN SHAPES, flats, squares and hexagons
*The Canadian Drawn Steel Co., Ltd., Hamilton, Ont.
*Union Drawn Steel Co.. Ltd.. Hamilton, Ont.

COLD STORAGE DOORS
*John Hillock & Co., Ltd., Toronto.

COLLAR BUTTONS
The Arlington Co. of Canada, Ltd., Toronto, Ont.

COLLARS. Composition
Parsons & Parsons Canadian Co., Hamilton, Ont.

COLORS
*A. Ramsay & Son Co., Montreal.

COMBS, fine dressing and name
The Arlington Co. of Canada, Ltd Toronto, Ont.

COMMERCIAL STATIONERY
*Brown Bros., Ltd., Toronto, Ont.

CONCRETE COATINGS, PAINTS, Etc.
*The Imperial Varnish & Color Co., Ltd., Toronto, Ont.

CONCRETE HARDENER AND WATERPROOFER
Beveridge Paper Co., Ltd., Montreal, Supply Department.
Sturgeons Limited, Toronto.

CONDENSERS, Barometic
*Canadian Ingersoll-Rand Co., Sherbrooke, Que.

CONDENSERS, jet and surface
*The Goldie & McCulloch Co., Ltd., Galt. Ont.

CONDENSERS, rotary jet
*The Goldie & McCulloch Co., Ltd., Galt. Ont.

CONDUIT FOR INTERIOR WIRING
*Conduits Co., Ltd., Toronto. Ont
*National Conduit Co., Limited, Toronto.

*For Display Advertisement see Index, Page 45

CONFECTIONERY
Ganong Bros., Ltd., St. Stephens, N.B.
Moirs, Ltd., Halifax, N.S.
The Montreal Biscuit Co., Montreal, Que.

CONTAINER BOARD—strong container
*Bathurst Lumber Co., Ltd., Bathurst, N.B.

CONTRACTOR'S PLANT
*Canadian Mead Morrison Co., Ltd., Montreal, Que.

CONVEYORS
*Canadian Link-Belt Company, Ltd. Toronto, Ont.
*Canadian Mathews Gravity Carrier Co., Toronto.

COPPER
*Booth-Coulter Copper & Brass Co., Ltd., Toronto, Ont.
*Consolidated Mining & Smelting Co. of Canada, Ltd., Montreal.

COPPER, SHEETS, PLATES, BARS, RODS
*Brown's Copper and Brass Rolling Mills, Ltd., New Toronto, Ont.
*Booth-Coulter Copper & Brass Co Ltd., Toronto, Ont.
*Copper Products, Ltd., Montreal, Que.

COPPERSMITHS
*Booth-Coulter Copper & Brass Co., Ltd., Toronto, Ont.

COPPER TUBING, seamless
*Copper Products, Ltd., Montreal, Que.
Canadian Seamless Wire Co., Ltd. Toronto, Ont.
*Booth-Coulter Copper & Brass Co., Ltd., Toronto, Ont.

COPPER WIRE
Canadian Seamless Wire Co., Ltd., Toronto, Ont.
*Standard Underground Cable Co of Canada, Ltd., Hamilton, Ont

CORKS
S. H. Ewing & Sons, Montreal, Que.

CORK CARPET
Dominion Oil Cloth and Linoleum Co., Ltd., Montreal, Que.

CORRUGATED PAPER BOXES
Corrugated Paper Box Co., Ltd., Toronto, Ont.
*Hinde & Dauch Paper Co. of Canada, Limited, Toronto.
*Thompson & Norris Co., of Canada, Ltd., Toronto and Montreal.

CORSETS
Dominion Corset Co., Quebec, Que

COTTONS
*Montreal Cottons, Ltd., Valleyfield, P.Q.

COTTONADES
Hamilton Cotton Co., Hamilton, Ont.

COUPLERS
*Canadian Steel Foundries, Ltd., Welland, Ont.

CRANES
*Northern Crane Works, Walkerville, Ont.
*The Herbert Morris Crane and Hoist Co., Ltd., Niagara Falls, Ont.

CREAM CHEESE, Ingersoll
The Ingersoll Packing Co., Ltd., Ingersoll, Ont.

CREAM SEPARATORS AND MILK CLARIFIERS
De Laval Dairy Supply Co., Peterboro, Ont.

CREAMERY AND CHEESE FACTORY MACHINERY AND SUPPLIES
De Laval Dairy Supply Co., Ltd., Peterboro, Ont.

CREOSOTED MATERIALS
*The Barrett Co., Ltd., Toronto and Montreal.

CRUSHERS, Rock and Ore
*Canadian Ingersoll-Rand Co., Ltd., Sherbrooke, Que.

CUPOLAS
*Northern Crane Works, Ltd., Walkerville, Ont.

CUPS, presentation
Standard Silver Co., Toronto, Ont.

CURTAINS, chenille
Hamilton Cotton Co., Hamilton, Ont.

CUTLERY
Standard Silver Co., Toronto, Ont.

CUTTERS, machine
*Pratt & Whitney Co., Dundas, Ont.

DECALCOMANIA TRANSFERS
Canada Decalcomania Co., Toronto, Ont.

DENIMS
Hamilton Cotton Co., Hamilton, Ont.

DERAILS
*Canadian Hart Wheels, Ltd., Hamilton, Ont.

DESIGNERS AND PRINTERS OF BOOKLETS, Etc.
Grip, Ltd., Toronto, Ont.

DESKS
*Office Specialty Mfg. Co., Ltd., Newmarket, Ont.
The Macey Office Equipment Co., Toronto.

DIE CASTINGS
*Tallman Brass & Metal, Limited Hamilton, Ont.

DIES
*Butterfield & Co., Rock Island, P.Q.
*Pratt & Whitney Co., Dundas, Ont.

DIES, for metal stampings.
Larsen & Shaw, Ltd., Walkerton.

DINING ROOM SUITES
The George McLagan Furniture Co., Ltd., Stratford, Ont.

DISINFECTING APPARATUS
Spramotor Co., London, Ont.

DOOR HANGERS
*Richards Wilcox Canadian Co., Ltd., London, Ont.

DREDGES
*Canadian Mead Morrison Co., Ltd., Montreal, Que.

DRILL PRESSES
*Canada Machinery Corporation, Ltd., Galt, Ont.

DRILL SHARPENERS
*Canadian Ingersoll-Rand Co., Ltd., Montreal, Que.

DRILLS
*John Morrow Screw & Nut Co., Ltd., Ingersoll, Ont.
*Pratt & Whitney Co., Dundas, Ont.

DRIFT BOLTS OR SPIKES
London Rolling Mill Co., Ltd., London, Ont.

DROP HAMMERS
*Canada Machinery Corporation, Ltd., Galt, Ont.

DRUMS, steel, and containers
*Smart-Turner Machine Co., Ltd., Hamilton, Ont.

DRY COLORS
*The Imperial Varnish & Color Co., Ltd., Toronto.

DUMB WAITERS
Turnbull Elevator Mfg. Co., Toronto, Ont.

DURABLE WIRE ROPE
*The Dominion Wire Rope Co., Ltd., Montreal, Que.

DYNAMITE
Canadian Explosives, Ltd., Montreal, Que.

DYNAMOS
*Jones & Moore Electric Co., Ltd., Toronto, Ont.
*The Canadian Crocker-Wheeler Co., Ltd., St. Catharines, Ont.

DYNAMOS, plating
*Jones & Moore Electric Co., Ltd., Toronto, Ont.

EIDERDOWN
Galt Knitting Co., Ltd., Galt, Ont

ELECTRICAL AND GAS FIXTURES
The Garth Co., Montreal, Que.
The James Morrison Brass Mfg. Co., Ltd., Toronto, Ont.
*Tallman Brass & Metal, Ltd., Hamilton, Ont.

ELECTRIC APPLIANCES
*Canadian Crocker-Wheeler Co., Ltd., St. Catharines, Ont.
*Canadian Westinghouse Co., Ltd., Hamilton, Ont.

ELECTRICAL COMPOUNDS
Standard Paint Co. of Canada, Ltd., Montreal, Que.

ELECTRIC PLATE WARE
Roden Bros., Ltd., Toronto, Ont.

ELECTRODES, carbon
*Canadian National Carbon Co., Ltd., Toronto, Ont.

ELECTROTYPING
Central Press Agency, Ltd., Toronto.

ELECTRICAL SUPPLIES
*Canadian Westinghouse Co., Ltd., Hamilton, Ont.
*Jones & Moore Electric Co., Ltd.,
*Northern Electric Co., Ltd., Montreal, Que.

ELECTRO-SILVER PLATED WARE
Standard Silver Co., Toronto, Ont

ELEVATING MACHINERY
*Canadian Link-Belt Company, Ltd., Toronto, Ont.
*Canadian Mathews Gravity Carrier Co., Toronto, Ont.

ELEVATORS
*MacKinnon Steel Co., Ltd., Sherbrooke, Que.
Turnbull Elevator Mfg. Co., Toronto, Ont.
*The Waterous Engine Works Co. Ltd,, Brantford, Ont.
*Northern Crane Works, Ltd. Walkerville, Ont.

ELEVATORS FOR ALL PURPOSES
*The Waterous Engine Works Co. Ltd., Brantford, Ont.

ELEVATOR GATES AND DOORS
Turnbull Elevator Mfg. Co., Ltd., Toronto, Ont.
*The A. B. Ormsby Co., Ltd. Toronto, Ont.

ELEVATOR GUARDS
*The Geo. B. Meadows, Toronto. Iron & Brass Goods Works Co. Ltd., Toronto, Ont.
*Canada Wire and Iron Goods Co., Hamilton, Ont.

EMERY GRINDERS
*Canadian Hart Wheels, Ltd., Hamilton, Ont.

EMERY WHEELS
*Canadian Hart Wheels, Ltd., Hamilton, Ont.

ENAMELS
*The Imperial Varnish & Color Co., Ltd., Toronto, Ont.

ENAMEL AND TIN WARE
*McClary Mfg. Co., London, Ont.

ENGINES
*E. Leonard & Sons, Limited, London, Ont.
*Goldie & McCulloch Co., Ltd., Galt, Ont.
J. & R. Weir, Montreal, Que.
*The Waterous Engine Works Co., Ltd., Brantford, Ont.

ENGINES, gas and gasoline
*Canadian Fairbanks-Morse Co. Ltd., Montreal, Que.
*Hamilton Motor Works, Ltd., Hamilton, Ont.
*Massey-Harris Co., Ltd., Toronto

ENGINES, gasoline, tractor, plowing and threshing
Sawyer-Massey Co., Ltd., Hamilton, Ont.

ENGINES, hoisting
*Canadian Ingersoll-Rand Co., Ltd., Sherbrooke, Que.
*Canadian Mead Morrison Co., Ltd., Montreal, Que.
*The Waterous Engine Works Co. Ltd., Brantford, Ont.

ENGINES, marine, gasoline and kerosene
Bruce, Stewart & Co., Ltd., Charlottetown, P.E.I.

ENGINES, steam plowing and threshing
Sawyer-Massey Co., Ltd., Hamilton, Ont.

ENGRAVERS, photo
Grip, Ltd., Toronto, Ont.

ENGRAVERS, half-tone
Grip, Ltd., Toronto.

ENGRAVERS AND PRINTERS steel plate
American Bank Note Co., Ottawa, Ont.

ENGRAVERS AND PRINTERS bank note
American Bank Note Co., Ottawa, Ont,

ENGRAVING
*J. L. Jones Engraving Co., Toronto, Ont.

ENGRAVING, copper and steel plate
Pritchard-Andrews Co. of Ottawa, Ltd., Ottawa, Ont.

ENSILAGE AND STRAW CUTTERS
J. Fleury's Sons, Aurora, Ont.
*Ontario Wind Engine & Pump Co., Ltd., Toronto, Ont.

ENVELOPES
*Barber-Ellis Co., Ltd., Toronto.
Canada Envelope Co., Montreal, Que.

EXPANSION BOLTS
Beveridge Paper Co., Ltd., Monreal, Que.

EXPERTS IN PATENT CAUSES
*Ridout & Maybee, Toronto, Ont.

EXPLOSIVES, high
Canadian Explosives, Ltd., Montreal, Que.

FACE PLATE JAWS
*Ker & Goodwin, Brantford, Ont.

FACTORY SUPPLIES, cheese and creamery
De Laval Dairy Supply Co., Ltd., Montreal, Que.

FANS
*The Canadian Blower & Forge Co., Ltd., Kitchener, Ont.

FENCING, wire
*C. H. Johnson & Sons, Ltd., Montreal, Que.

FELTS, pulp and paper makers
Ayers, Ltd., Lachute Mills, P.Q.

FENCES AND GATES
*Dennis Wire & Iron Works Co., London, Ont.
*Canada Wire & Iron Goods Co., Hamilton, Ont.
*Frost Steel & Wire Company, Limited, Hamilton, Ontario.

FIBRE PAILS
*The E. B. Eddy Co., Ltd., Hull, Que.

FIBRE, Vulcanized
Beveridge Paper Co., Ltd., Montreal, Supply Department.

FIBRE (vulcanized), sheets, rods, tubes, etc.
*The Diamond State Fibre Co. of Canada, Ltd., Toronto.

FIBREBRICK, Plastic, jointless
Beveridge Paper Co., Ltd., Montreal, Supply Department.

FILES.
Henry Disston & Sons, Ltd., Toronto, Ont.
*John Morrow Screw & Nut Co., Ltd., Ingersoll, Ont.
*The Nicholson File Co., Port Hope.
The Ingersoll File Company, Ltd. Ingersoll, Ont.

FILING CABINETS
*Office Specialty Co., Newmarket, Ont.

FILING DEVICES
The Macey Office Equipment Co., Toronto.

FILING EQUIPMENT, wood & steel
*Office Specialty Mfg. Co., Ltd., Newmarket, Ont.

FILING SYSTEMS
*Office Specialty Mfg. Co., Ltd., Newmarket, Ont.
Lowe-Martin Co., Ltd., Ottawa, Ont.

FILMS, MOTION PICTURE
*Canadian Aero Film Company, Limited, Toronto.

FIRE ALARMS
*Northern Electric Co., Ltd., Montreal, Que.

* For Display Advertisement see Index, Page 45

FIRE BRICK
Dominion Fire Brick & Clay Products, Ltd., Moose Jaw, Sask.
FIRE BRICK AND CLAY
Dominion Fire Brick & Clay Products, Ltd., Moose Jaw, Sask.
FIRE BRICK, PLASTIC
Beveridge Paper Co., Ltd., Montreal, Que.
FIRE DOOR HARDWARE
*Richard Wilcox Canadian Co., Ltd., London, Ont.
FIRE DOORS
*A. B. Ormsby Co., Ltd., Toronto
*The Pedlar People, Ltd., Oshawa, Ont.
FIRE ENGINES
American LaFrance Fire Engine Company of Canada, Limited, Toronto.
*Waterous Engine Works Co., Ltd. Brantford, Ont.
FIRE ESCAPES
American LaFrance Fire Engine Company of Canada, Limited, Toronto.
*Canada Wire & Iron Goods Co. Hamilton, Ont.
*Dennis Wire & Iron Works Co., London, Ont.
*McGregor & McIntyre, Ltd., Toronto, Ont.
FIRE EXTINGUISHERS
*A. B. Ormsby Co., Ltd., Toronto.
American LaFrance Fire Engine Company of Canada, Limited, Toronto.
*Booth-Coulter Copper & Brass Co Ltd., Montreal, Que.
*The Bennett & Wright Co., Ltd. Toronto, Ont.
FIRE FIGHTING APPARATUS
American LaFrance Fire Engine Company of Canada, Limited, Toronto.
*Waterous Engine Works Co., Ltd. Brantford, Ont.
FIRE HOSE
*Canadian Consolidated Rubber Co of Canada, Ltd., Montreal, Que
*Gutta Percha & Rubber, Ltd., Toronto, Ont.
FIRE PREVENTION MATERIAL
*Chicago Bridge & Iron Works Bridgeburg, Ont.
*Eureka Mineral Wool & Asbesto Co., Toronto.
*The Bennett & Wright Co., Ltd., Toronto, Ont.
FIRE-PROOF WINDOWS AND DOORS
*Canadian Metal Window & Steel Products, Limited, Toronto.
*A. B. Ormsby Co., Ltd., Toronto.
*Pedlar People, Ltd., Oshawa, Ont
*Trussed Concrete Steel Company of Canada, Ltd., Walkerville, Ont.
FIRE PROTECTION SYSTEMS
*Canadian Des Moines Steel Co., Limited, Chatham.
FIRE SPRINKLER SYSTEMS
*Chicago Bridge & Iron Works, Bridgeburg, Ont.
*The Bennett & Wright Co., Ltd., Toronto, Ont.
*Purdy Mansell Co., Toronto, Ont.
FIRE AND WATER DEPARTMENT
*Chicago Bridge & Iron Works, Bridgeburg, Ont.
The Garth Co., Montreal, Que.
FISH, Atlantic Sea-Foods
Maritime Fish Corporation, Ltd., Montreal, Que.
FITTINGS FOR SOIL PIPE
Anthes Foundry, Ltd., Toronto.
FITTINGS, steam
Warden King Ltd., Montreal, Que.
FLOORING, hardwood
Seaman Kent Co., Ltd., Meaford, Ont.
FORGES
*Canadian Blower & Forge Co., Ltd., Kitchener, Ont.
FORGINGS
*Canada Foundries & Forgings Co., Welland, Ont.
*The Steel Co. of Canada, Ltd., Hamilton, Ont.
FORGINGS, drop
*Dominion Forge & Stamping Co., Walkerville, Ont.
FOUNDRY EQUIPMENT
*Northern Crane Works, Ltd., Walkerville, Ont.
FOUNTAIN FRUITS AND JUICES
J. J. McLaughlin, Ltd., Toronto.
FROGS AND CROSSINGS, manganese
Canadian Ramapo Iron Works, Ltd., Niagara Falls, Ont.
FUEL
Standard Fuel Co., Toronto, Ont
FUR GARMENTS, men's and women's
Holt, Renfrew, Ltd., Quebec.
FUR GOODS
John W. Peck & Co., Ltd., Montreal, Que.
FURNACES
*McClary Mfg. Co., London, Ont.
FURNITURE; Camp and Verandah and Novelties
The Stratford Mfg. Co., Limited, Stratford, Ont.
FURNITURE, hall
The George McLagan Furniture Co., Ltd., Stratford, Ont.
FURNITURE, office
The Canadian Office & School Furniture Co., Ltd., Preston, Ont.
FURNITURE, reed and rattan
Imperial Rattan Co., Ltd., Stratford, Ont.
FUSES
*Economy Fuse & Mfg. Co., Montreal, Que.
GALVANIZED IRON
*A. C. Leslie & Co., Montreal.
GALVANIZED SHEETS
*Dominion Sheet Metal Co., Hamilton, Ont.
*The A. B. Ormsby Co., Ltd., Toronto, Ont.
GALVANIZERS
Acme Stamping & Tool Works, Ltd., Hamilton, Ont.
*Ontario Wind Engine & Pump Co., Ltd., Toronto, Ont.
*The Pedlar People, Ltd., Oshawa.
GALVANIZING, custom
The Goold, Shapley & Muir Co., Ltd., Brantford, Ont.
GASOLINE ENGINES
*Ontario Wind & Pump Co., Ltd. Toronto, Ont.
De Laval Dairy Supply Co., Ltd., Peterboro, Ont.
*The Goold Shapley & Muir Co., Limited, Brantford, Ont.
GASOLINE FIRE ENGINES
American LaFrance Fire Engine Company of Canada, Limited, Toronto.
*Waterous Engine Works Co., Ltd Brantford, Ont.
GASOLINE STORAGE SYSTEMS, special underground
*S. F. Bowser & Co., Toronto.
*Steel Trough & Machine Co., Ltd. Tweed, Ont.
GASOLINE
*The Imperial Oil Co., Ltd., Toronto, Ont.
GEARS, cut
*Hamilton Gear and Machine Toronto.
GEARS (noiseless, waterproof)
*The Diamond State Fibre Co. of Canada, Ltd., Toronto.
GELATINE
Canada Gelatine Co., Ltd., Brantford, Ont.
GENERATORS
*Canadian Crocker-Wheeler Co., Ltd., St. Catharines, Ont.
*Canadian Westinghouse Co., Ltd. Hamilton, Ont.
GILDING METAL
*Copper Products, Ltd., Montreal, Que.
GLASSWARE
Dominion Glass Co., Ltd., Montreal, Que.
GLASSWARE, cut
Roden Bros., Ltd., Toronto.
GLASS FOR BUILDINGS
Toronto Plate Glass Importing Co., Ltd., Toronto, Ont.
GLASS BENDERS
Toronto Plate Glass Importing Co., Ltd., Toronto, Ont.
GLASS, mirror
Toronto Plate Glass Importing Co., Ltd., Toronto, Ont.
GLOVES AND MITTS
*A. R. Clarke & Co., Ltd., Toronto.
Craig, Cowan Co., Ltd., Toronto.
GLUE
Canada Glue Co., Ltd., Brantford, Ont.
GOLD-FILLED WIRE AND PLATE
Canadian Seamless Wire Co., Toronto, Ont.
GOLD AND SILVER REFINERS
Canadian Seamless Wire Co., Toronto, Ont.
GRAIN CRUSHERS, rapid, easy
J. Fleury's Sons, Aurora, Ont.
GRAPE JUICE
J. J. McLaughlin, Ltd., Toronto.
The Welch Co., Ltd., St. Catharines, Ont.
GRAPHITE, lubricating
Black Donald Graphite Company, Limited, Calabogie, Ont.
GRATES
*The Goldie & McCulloch Co., Ltd., Galt, Ont.
GRATES, revolving, anticlinker
Beveridge Paper Co., Ltd., Montreal, Supply Department.
GRAVITY CARRIERS
*Canadian Mathews Gravity Carrier Co., Toronto, Ont.
GRILLES, metal
*Canada Wire & Iron Goods Co., Hamilton, Ont.
*Dennis Wire & Iron Works Co., London, Ont.
GRINDING MACHINERY
*Ford Smith Machine Co., Ltd., Hamilton, Ont.
*Norton Company of Canada, Ltd., Hamilton, Ont.
GRINDING AND POLISHING MACHINERY
*Canadian Hart Wheels, Ltd., Hamilton, Ont.
GRINDING WHEELS
*Canadian Hart Wheels, Ltd., Hamilton, Ont.
*Norton Company of Canada, Ltd., Hamilton, Ont.
*The Dominion Abrasive Wheel Co., Ltd., New Toronto, Ont.
GRINDSTONES
*Richards-Wilcox Canadian Co., Ltd., London, Ont.
GUNN SECTIONAL BOOKCASES
The Geo. McLagan Furniture Co. Ltd., Stratford, Ont.
GUY ANCHORS
B. J. Coghlin Co., Ltd., Montreal.
GYPSUM PRODUCTS
De Laval Dairy Supply Co., Ltd. Peterboro, Ont.
HACK SAW BLADES AND FRAMES
*E. C. Atkins & Co., Inc., Hamilton, Ont.
HACK SAW MACHINES
*E. C. Atkins & Co., Inc., Hamilton, Ont.
HALL FURNITURE
The Geo. McLagan Furniture Co. Ltd., Stratford, Ont.
HANDLES (axe, pick, sledge hammers, etc.)
The Lachute Shuttle Co., Ltd., Lachute Mills, P.Q.
HANDLES, wood
Canada Spool & Bobbin Co., Ltd. Walkerton, Ont.
HAND SAWS
*E. C. Atkins & Co., Inc., Hamilton, Ont.
HANGERS
*The Goldie & McCulloch Co., Ltd. Galt, Ont.
HARDWARE
*Richards-Wilcox Canadian Co., Ltd., London, Ont.
Taylor-Forbes Co., Ltd., Guelph Ont.
HARNESS
Lamontagne, Ltd., Montreal, Que.
HATS, ladies' felt and straw
Toronto Hat Mfg. Co., Toronto.
HAULAGE, wire rope
*The Dominion Wire Rope Co. Ltd., Montreal, Que.
HEADING SAWS
*E. C. Atkins & Co., Inc., Hamilton, Ont.
HEATERS
*Waterous Engine Works Co., Ltd., Brantford, Ont.
HEATERS, feed water
*The Goldie & McCulloch Co., Ltd., Galt, Ont.
HEATERS, WATER FEED
*Mason Regulator & Engineering Co., Ltd., Montreal, Que.
HEATING APPLIANCES
*C. A. Dunham Co., Ltd., Toronto.
*The Canadian Blower & Forge Co., Ltd., Kitchener, Ont.
HEATING SYSTEMS
*C. A. Dunham Co., Ltd., Toronto.
HEMLOCK, union and oak sole
Breithaupt Leather Co., Ltd., Kitchener, Ont.
HESSIANS
The Canadian Bag Co., Ltd., Montreal, Que.
HINGES
*The Steel Co. of Canada, Ltd., Hamilton, Ont.
HOISTS, electric and pneumatic
*Canadian Ingersoll-Rand Co., Ltd., Montreal, Que.
*Canadian Mead Morrison Co., Ltd., Montreal, Que.
*Northern Crane Works, Ltd., Walkerville, Ont.
HOSE, fire and rubber
*Canadian Consolidated Rubber Co., Ltd., Montreal, Que.
*Gutta Percha & Rubber, Ltd., Toronto, Ont.
HOUSES, factory made
Wm. H. White, Ville St. Pierre, Montreal, Que.
HYDRAULIC TURBINES
*Canadian Ingersoll-Rand Co., Ltd., Sherbrooke, Que.
ICE CREEPERS
Parmenter & Bulloch Co., Ltd., Gananoque, Ont.
ICE MACHINE EQUIPMENT
Canadian Ice Machine Co., Limited, Toronto, Ont.
ICE-MAKING MACHINERY
The Linde Canadian Refrigeration Co., Ltd., Montreal, Que.
INGOT METALS
*Brown's Copper & Brass Rolling Mills, Ltd., New Toronto, Ont.
INSERTED TOOTH SAWS
*E. C. Atkins & Co., Inc., Hamilton, Ont.
INSULATING COMPOUNDS
*The Imperial Varnish & Color Co., Ltd., Toronto.
INSULATING PAPERS
Beveridge Paper Co., Ltd., Montreal, Supply Department.
INSULATION VULCANIZED FIBRE
*The Diamond State Fibre Co. of Canada, Ltd., Toronto.
INTERLOCKING RUBBER TILING
*Gutta Percha & Rubber Mfg. Co., of Toronto, Ltd., Toronto, Ont.
IRON
*Nova Scotia Steel & Coal Co., Ltd., New Glasgow, N.S.
IRON AND STEEL BARS
*Burlington Steel Co., Ltd., Hamilton, Ont.
*The Steel Co. of Canada, Ltd., Hamilton, Ont.
IRON STAIRWAYS
*Canada Wire & Iron Goods Co., Hamilton, Ont.
*Dennis Wire & Iron Works Co., London, Ont.
*McGregor & McIntyre, Ltd., Toronto, Ont.
IRONWORK, architectural
*Canada Wire & Iron Goods Co., Hamilton, Ont.
IRONWORK, ornamental
*Canada Wire & Iron Goods Co., Hamilton, Ont.
JAM, canned goods, etc.
E. D. Smith & Son, Ltd.
JAPANS, enamels, etc.
A. Muirhead Co., Ltd., Toronto.
*The Imperial Varnish & Color Co., Ltd., Toronto, Ont.

* For Display Advertisement see Index, Page 45

JELLY POWDER
S. H. Ewing & Sons, Montreal.
JEWELRY, enamelled souvenir
*Caron Bros., Montreal, Que.
JEWELRY, gold-filled
*Caron Bros., Montreal, Que.
JOINTERS
*Canada Machinery Corporation, Ltd., Galt, Ont.
*P. B. Yates Machine Co., Ltd., Hamilton, Ont.
JOIST HANGERS
*Richards-Wilcox Canadian Co., Ltd., London, Ont.
JUNCTION BOXES, cable
*Standard Underground Cable Co. of Canada, Ltd., Hamilton, Ont.
KINDLING
Standard Fuel Co., Toronto, Ont.
KNIFE GRINDERS
*Canada Machinery Corporation, Ltd., Galt, Ont.
KNITTED GOODS
*Penman's, Ltd., Paris, Ont.
KNIVES
*Galt Knife Co., Ltd.
The Peter Hay Knife Co., Ltd., Galt, Ont.
Simonds Canada Saw Co., Ltd., Montreal, Que.
KNIVES, pulp and paper
Henry Disston & Sons, Toronto.
The Peter Hay Knife Co., Ltd., Galt, Ont.
KODAKS AND PHOTOGRAPHIC SUPPLIES
Canadian Kodak Co., Ltd., Toronto.
LABELS
Lawson & Jones, Ltd., London, Ont.
LABELS, lithographed
Consolidated Lithographing and Mfg. Co., Ltd., Montreal, Que.
Harris Lithographing Co., Ltd. Toronto, Ont.
LABORATORY SUPPLIES
Canadian Laboratory Supplies Ltd., Toronto.
LACE LEATHER
F. C. McCordick, St. Catharines Ont.
*The D. K. McLaren Belting Co., Ltd., Montreal, Que.
*The J. C. McLaren Belting Co., Ltd., Montreal, Que.
LADDERS
Stratford Mfg. Co., Ltd., Stratford, Ont.
LADLES, foundry
*Northern Crane Works, Ltd., Walkerville, Ont.
LATH
The C. Beck Mfg. Co., Ltd., Penetanguishene, Ont.
LATHE CHUCKS
*Ker & Goodwin, Brantford, Ont.
LATHES
*Canada Machinery Corporation, Ltd., Galt, Ont.
LAUNCHES
Peterboro Canoe Co., Ltd., Peterboro, Ont.
LAWN MOWERS
Taylor-Forbes Co., Ltd., Guelph Ont.
LAWN SWINGS
Stratford Mfg. Co., Ltd., Stratford, Ont.
LAVATORIES, enameled
Amherst Foundry Co., Ltd., Amherst, N.S.
LAUNDRY SINKS
Amherst Foundry Co., Ltd., Amherst, N.S.
LEAD
*Consolidated Mining & Smelting Co. of Canada, Ltd., Montreal
LEAD GRINDERS
Benjamin Moore & Co., Ltd., Toronto, Ont.
LEAD PIPE
*Hoyt Metal Co., Toronto, Ont.
*The Steel Co. of Canada, Ltd., Hamilton, Ont.
Toronto Plate Glass Importing Co., Ltd., Toronto, Ont.
*The Canada Metal Co., Toronto.
LEAD SHEET
Toronto Plate Glass Importing Co., Ltd., Toronto, Ont.
LEATHER
The Robson Leather Co., Ltd., Oshawa, Ont.
LEATHER, bookbinders'
Clarke & Clarke, Ltd., Toronto.
LEATHER, fancy
Clarke & Clarke, Ltd., Toronto.
LEATHER GOODS
Lamontagne, Ltd., Montreal, Que
LEATHER GOODS, Fine
Federated Leather Goods Co., Ltd., Montreal, Que.
LEATHER, hemlock, union and oak sole
The Breithaupt Leather Co., Ltd. Kitchener, Ont.
LEATHER, patent colt and side leather
*A. R. Clarke & Co., Ltd., Toronto
LEATHER, sheep skin, etc.
Clarke & Clarke, Ltd., Toronto.
LEATHER, upholstering
Clarke & Clarke, Ltd., Toronto.
LEATHER, upper
A. Davis & Son., Ltd., Kingston, Ont.
King Brothers Co., Ltd., Whitby Ont.
LINK-BELT, Ewart and saw mill riveted
*Canadian Link-Belt Co., Toronto
LINOLEUM
Dominion Oil Cloth and Linoleum Co., Ltd., Montreal, Que.
LITHOGRAPHERS
American Bank Note Co., Ottawa, Ont.
Consolidated Lithographing and Mfg. Co., Ltd., Montreal, Que.
Harris Lithographing Co., Ltd. Toronto, Ont.
The Federated Press, Limited, Montreal, Que.
LOCKERS
*Canada Wire & Iron Goods Co. Hamilton, Ont.
*Dennis Wire & Iron Works Co., London, Ont.
*Geo. B. Meadows, Wire, Iron and Brass Works Co., Toronto, Ont
LOCOMOTIVES, industrial
*Montreal Locomotive Works, Ltd., Montreal, Que.
LOCOMOTIVE & MARINE BRASS WORKS
The James Morrison Brass Mfg Co., Ltd., Toronto.
LOOSE LEAF SYSTEMS
Copeland-Chatterson Co., Ltd. Brampton, Ont.
Lowe-Martin Co., Ottawa, Ont.
LUGS, for silos and water tanks
*Ontario Wind Engine & Pump Co., Ltd., Toronto.
LUMBER
The C. Beck Mfg. Co., Ltd., Penetanguishene, Ont.
LUMBER, asbestos
*Eureka Mineral Wool & Asbestos Co., Toronto, Ont.
LUMBER, spruce and pine, cedar railway ties and shingles
*Bathurst Lumber Co., Ltd., Bathurst, N.B.
LUMBER, red pine and spruce
Gillies Bros., Ltd., Braeside, Ont
LUMBER, White pine
Gillies Bros., Ltd., Braeside, Ont
LUMBERING BLANKETS
Slingsby Mfg. Co., Ltd., Brantford Ont.
MACHINE KNIVES
*Galt Knife Co., Ltd.
*E. C. Atkins & Co., Inc., Hamilton, Ont.
Henry Disston & Sons, Toronto.
MACHINE TOOLS
*Canada Machinery Corporation, Ltd., Galt, Ont.
*John Bertram & Sons Co., Ltd., Dundas, Ont.
MACHINE WORK, special and repairs
*Canadian Rumely Co., Ltd., Toronto, Ont.
MACHINERY, special, designing and developing.
Larsen & Shaw, Ltd., Walkerton.
MACHINERY AND UTENSILS FOR BAKERS
Fletcher Mfg. Co., Ltd., Toronto.
MACHINERY AND UTENSILS FOR CANDY
Fletcher Mfg. Co., Ltd., Toronto.
MACHINERY AND UTENSILS FOR ICE CREAM
Fletcher Mfg. Co., Ltd., Toronto.
MACHINERY, Conveying
*Canadian Link-Belt Company, Ltd., Toronto, Ont.
*Canadian Mathews Gravity Carrier Co., Ltd., Toronto.
MACHINERY, flour mill
*Canadian Fairbanks-Morse Co., Ltd., Montreal, Que.
MACHINERY, ice cream
J. J. McLaughlin, Ltd., Toronto.
MACHINERY, grinding
*Canadian Hart Wheels, Ltd., Hamilton, Ont.
*Canadian Mead Morrison Co., Ltd., Montreal, Que.
J. & R. Weir, Montreal, Que.
*Northern Crane Works, Ltd., Walkerville, Ont.
MACHINERY, iron working
*Canada Machinery Corporation, Ltd., Galt, Ont.
*John Bertram & Sons Co., Ltd., Dundas, Ont.
MACHINERY, pulp mill
*Canadian Ingersoll-Rand Co., Ltd., Sherbrooke, Que.
*Dominion Engineering Works, Limited, Montreal, Que.
*The Waterous Engine Works Co., Ltd., Brantford, Ont.
MACHINERY, punching and shearing
*Canada Machinery Corporation, Ltd., Galt, Ont.
*John Bertram & Sons Co., Ltd., Dundas, Ont.
MACHINERY, railroad and car-shop
*Canada Machinery Corporation, Ltd., Galt, Ont.
*John Bertram & Sons Co., Ltd., Dundas, Ont.
MACHINERY, roadmaking
Sawyer-Massey Co., Ltd., Hamilton, Ont.
*The Waterous Engine Works Co., Ltd., Brantford, Ont.
MACHINERY, sawmill
The E. Long Mfg. Co., Ltd., Orillia, Ont.
P. Payette & Co., Pentanguishene, Ont.
*The Waterous Engine Works Co., Ltd., Brantford, Ont.
*Yates, P. B., Machine Co., Ltd., Hamilton, Ont.
MACHINERY, sheet metal working
*Canada Machinery Corporation, Ltd., Galt, Ont.
MACHINERY, woodworking
*Canada Machinery Corporation, Ltd., Galt, Ont.
*Yates, P. B., Machine Co., Ltd., Hamilton, Ont.
Preston Woodworking Machinery Co., Ltd., Preston, Ont.
*The Waterous Engine Works Co., Ltd., Brantford, Ont.
MACHINES, painting
Spramotor Co., London, Ont.
MAGNESITE
*Canadian Carbonate Co., Montreal. Que.
MALLEABLE IRON CASTINGS
*Galt Malleable Iron Co., Ltd., Galt, Ont.
MARTINGALE RINGS AND SLIDE LOOPS
The Arlington Co. of Canada, Ltd., Toronto, Ont.
MATCHERS
*P. B. Yates Machine Co., Ltd., Hamilton, Ont.
MATCHES
*The E. B. Eddy Co., Ltd., Hull, Que.
MECHANICAL STOKERS
*Under-feed Stoker Co. of Canada, Ltd., Toronto.
METAL, babbitt
Alonzo W. Spooner, Ltd., Port Hope, Ont.
*Canada Metal Co., Toronto, Ont.
METAL CEILINGS
*The Pedlar People, Ltd., Oshawa, Ont.
*The A. B. Ormsby Co., Ltd., Toronto, Ont.
METAL LATH
*The Pedlar People, Ltd., Oshawa, Ont.
METAL LATH
*Trussed Concrete Steel Company of Canada, Ltd., Walkerville, Ont.
METAL PACKING
*Garlock Packing Co., Hamilton, Ont.
METAL, spinning and stamping
*The Booth-Coulter Copper & Brass Co., Ltd., Toronto, Ont.
METAL PROTECTIVE PAINTS
Sturgeons Limited, Toronto.
METAL SAWS
*E. C. Atkins & Co., Inc., Hamilton, Ont.
METAL SHINGLES
*The Pedlar People, Ltd., Oshawa, Ont.
*The A. B. Ormsby Co., Ltd., Toronto, Ont.
MILK DEALERS' MACHINERY AND SUPPLIES
De Laval Dairy Supply Co., Ltd, Peterboro, Ont.
MILLBOARD, asbestos
*Eureka Mineral Wool & Asbestos Co., Toronto.
MILLING CUTTERS
*Pratt & Whitney Co. of Canada, Dundas, Ont.
MILLING MACHINES
*Ford Smith Machine Co., Ltd., Hamilton, Ont.
MILL RIVITED
*Canadian Link-Belt Company, Ltd., Toronto, Ont.
MITTS AND GLOVES, Indian, tan, red deerskins
Holt, Renfrew, Ltd., Quebec, Que.
*A. R. Clarke & Co., Ltd., Toronto.
MIXERS, chocolate, dough and paint
Fletcher Mfg. Co., Ltd., Toronto.
MOCCASINS AND SLIPPERS, Indian tanned leathers
Holt, Renfrew, Ltd., Quebec, Que.
MONEL METAL
*International Nickel Co. of Canada, Ltd., Toronto.
MORTISERS
*Canada Machinery Corporation, Ltd., Galt, Ont.
*P. B. Yates Machine Co., Ltd., Hamilton, Ont.
MOTION PICTURES
*Canadian Aero Film Company, Limited, Toronto.
Pathescope of Canada, Limited, Toronto.
MOTOR CARS
*Ford Co. of Canada, Ford, Ont.
MOTORS, electric (alternating current)
*Canadian Westinghouse Co., Ltd., Hamilton, Ont.
*Jones & Moore Electric Co., Ltd., Toronto, Ont.
*Canadian Crocker-Wheeler Co., Ltd., St. Catharines, Ont.
*T. & H. Electric Co., Hamilton, Ont.
MOTORS, electric (direct current)
*Canadian Westinghouse Co., Ltd., Hamilton, Ont.
*Jones & Moore Electric Co., Ltd., Toronto, Ont.
*T. & H. Electric Co., Hamilton.
MOTORS, electric (repairing)
*T. & H. Electric Co., Hamilton.
MOULDERS
*Canada Machinery Corporation, Ltd., Galt, Ont.
*P. B. Yates Machine Co., Ltd., Hamilton, Ont.
NAILS
*The Steel Co. of Canada, Ltd., Hamilton, Ont.
NAILS, copper
Parmenter & Bullock Co., Ltd. Gananoque, Ont.
NAILS, wire
Parmenter & Bullock Co., Ltd. Gananoque, Ont.

*For Display Advertisement see Index, Page 45

NAPHTHA
*The Imperial Oil Co., Ltd., Toronto, Ont.

NICKEL CASTINGS
*International Nickel Co. of Canada, Ltd., Toronto.

NICKEL METAL
*Deloro Smelting & Refining Co., Ltd., Deloro, Ont.
*International Nickel Co. of Canada, Ltd., Toronto.

NICKEL OXIDE
*Deloro Smelting & Refining Co., Ltd., Deloro, Ont.
Coniagas Reduction Co., Ltd., St. Catharines, Ont.
*International Nickel Co. of Canada, Ltd., Toronto.

NUTS
*John Morrow Screw & Nut Co., Ltd., Ingersoll, Ont.
*The National Acme Mfg. Co., Montreal, Que.
*The Steel Co. of Canada, Ltd., Hamilton, Ont.

OAKUM, plumbers, Canadian Navy
Factory Waste & Metal Co., Montreal, Que.

OAT CRUSHERS AND FLAKERS
J. Fleury's Sons, Aurora, Ont.

OFFICE CHAIRS, Etc.
The Macey Office Equipment Co., Toronto.

OFFICE DESKS
*Goderich Organ Co., Goderich, Ont

OFFICE EQUIPMENT
Lowe-Martin Co., Ltd., Ottawa Ont.
*Office Specialty Co., Newmarket Ont.

OFFICE FURNITURE
*Office Specialty Mfg. Co., Ltd. Newmarket, Ont.

OILS
*A. Ramsay & Son Co., Montreal Que.

OIL FILTRATION AND CIRCULATING SYSTEMS
*S. F. Bowser & Co., Toronto, Ont

OIL STORAGE SYSTEMS, self-measuring
*S. F. Bowser & Co., Toronto, Ont

OIL COMPANIES
*Canadian Oil Cos., Toronto.
Commercial Oil Co., Ltd., Hamilton, Ont.
*Imperial Oil Co., Toronto.

OILS (petroleum products)
*British American Oil Co., Ltd. Toronto, Ont.
*The Imperial Oil Co., Toronto.

OILS, road
*The Barrett Co., Ltd., Toronto and Montreal.

OILCLOTHS, floor and table
Dominion Oil Cloth and Linoleum Co., Ltd., Montreal, Que.

ORGANS
Casavant Freres, Limitee, St Hyacinthe, Que.
*Goderich Organ Co., Goderich, Ont.

ORGANS, parlor
*Goderich Organ Co., Goderich, Ont

ORGANS, pipe
Casavant Freres, Limitee, St Hyacinthe, Que.

ORGANS, reed
Bell Piano & Organ Co., Ltd., Guelph. Ont.

ORNAMENTAL IRON WORK
*Canada Wire & Iron Goods Co., Hamilton, Ont.
*Dennis Wire & Iron Works Co., London, Ont.
*The Geo. B. Meadows, Toronto Iron & Brass Goods Works Co., Ltd., Toronto, Ont.
*McGregor & McIntyre, Ltd., Toronto, Ont.

OVERALLS
Peerless Overall Co., Rock Island, Que.
Walker Pant & Shirt Co., Walkerville and Chatham, Ont.

OVERCOATINGS
Rosamond Woollen Co., Almonte, Ont.

OVERHEAD RUNWAYS
*MacKinnon Steel Co., Ltd., Sherbrooke, Que.
*Richards-Wilcox Canadian Co., Ltd., London, Ont.

OXY-ACETYLENE WELDING
*L'Air Liquide Society, Montreal, Que.
*The Prest-O-Lite Co., Inc., Toronto

OXYGEN
*L'Air Liquide Society, Montreal, Que.

PACKING BOXES
Barchard & Co., Ltd., Toronto.

PACKING, engine
*Garlock Packing Co., Hamilton, Ont.

PACKING, Metallic-Flexible
Beveridge Paper Co., Ltd., Montreal, Supply Department.

PACKING, rubber
*Canadian Consolidated Rubber Co., Ltd., Montreal, Que.
*Gutta Percha & Rubber Mfg. Co. of Toronto, Ltd.
*Jenkins Bros., Ltd., Montreal, Que.

PAD HOOKS
Parmenter & Bulloch Co., Ltd., Gananoque, Ont.

PAILS AND TUBS, wooden
The C. Beck Mfg. Co., Ltd., Penetanguishene, Ont.

PAINTERS' SUPPLIES
A. Muirhead Co., Ltd., Toronto.

PAINTS AND VARNISHES
A. Muirhead Co., Ltd., Toronto.
Benjamin Moore & Co., Ltd., Toronto, Ont.
*The Imperial Varnish & Color Co., Ltd., Toronto, Ont.
The Staneland Co., Ltd., Victoria, B.C.
*A Ramsay & Sons Co., Montreal, Que.
Standard Paint Co. of Canada, Ltd., Montreal, Que.

PAINTS, preservative
Standard Paint Co. of Canada, Ltd., Montreal, Que.
*The Barrett Co., Ltd., Toronto and Montreal.

PAPER, bags, all kinds
Beveridge Paper Co., Ltd., Montreal.

PAPER BOXES
King Paper Box Co., Ltd., Montreal, Que.

PAPER, coated, book and label
*Provincial Paper Mills, Ltd., Georgetown, Ont.

PAPER, coated box board
*Provincial Paper Mills, Ltd., Georgetown, Ont.

PAPER, coated cover
*Provincial Paper Mills, Ltd., Georgetown, Ont.

PAPER, envelope
*Provincial Paper Mills, Ltd., Georgetown, Ont.
The Toronto Paper Mfg. Co., Cornwall, Ont.

PAPER, enamelled blotting
*Provincial Paper Mills, Ltd., Georgetown, Ont.

PAPER, label
*Provincial Paper Mills, Ltd., Georgetown, Ont.

PAPER, ledger
*Howard Smith Paper Mills, Ltd., Montreal, Que.
*Rolland Paper Co., Ltd., Montreal, Que.
The Toronto Paper Mfg. Co., Cornwall, Ont.

PAPER, super-book
The Toronto Paper Mfg. Co., Cornwall, Ont.

PAPER, writing
The Toronto Paper Mfg. Co., Cornwall, Ont.
*Howard Smith Paper Mills. Ltd., Montreal, Que.
*Rolland Paper Co., Ltd., Montreal. Que.

PAPERS, bond
*Howard Smith Paper Mills, Ltd., Montreal, Que.
*Rolland Paper Co., Ltd., Montreal, Que.

PAPERS, building
*Bathurst Lumber Co., Ltd., Bathurst, N.B.
*The Riordon Pulp & Paper Co., Montreal, Que.
Standard Paint Co. of Canada, Ltd., Montreal, Que.

PARCHMENT PAPER, for wet packing
Beveridge Paper Co., Ltd., Montreal.

PARLOR SUNDRIES
The Geo. McLagan Furniture Co., Ltd., Stratford, Ont.

PATENTS
Fetherstonhaugh & Co., Toronto.
*Ridout & Maybee, Toronto, Ont.
*Harold C. Shipman & Co., Ottawa.

PATENT LITIGATION
*Ridout & Maybee, Toronto, Ont.
*Harold C. Shipman & Co., Ottawa, Ont.

PAVING MATERIAL
*Trussed Concrete Steel Company of Canada, Ltd., Walkerville, Ont.

PAY ROLL AUDITS
*International Business Machines, Ltd., Toronto, Ont.

PERFORATED METALS
*Canada Wire & Iron Goods Co., Hamilton, Ont.

PERFORATED MUSIC ROLLS
The Otto Higel Co., Ltd., Toronto.

PERFUMES AND TOILET PREPARATIONS
Sovereign Perfumes, Ltd., Toronto.

PETROLEUM PRODUCTS
*The Imperial Oil Co., Ltd., Toronto, Ont.

PHOTO MAILERS
*Thompson & Norris Co., of Canada, Ltd., Toronto and Montreal.

PHOTO PLAYS
*Canadian Aero Film Company, Limited, Toronto.

PIANO ACTIONS
The Otto Higel Co., Ltd., Toronto.

PIANO KEYS
The Otto Higel Co., Ltd., Toronto.

PIANO, player actions
The Otto Higel Co., Ltd., Toronto.

PIANOS AND PLAYER PIANOS
Bell Piano & Organ Co., Ltd., Guelph, Ont.

PIANO STOOLS AND BENCHES
*Goderich Organ Co., Goderich, Ont.

PIG IRON
*The Steel Co. of Canada, Ltd., Hamilton, Ont.
*M. A. Hanna & Co., Toronto.
*Algoma Steel Corporation.

PINS, society, emblems and badges
*Caron Bros., Montreal, Que.

PIPE, cast iron, for water and gas
National Iron Works, Ltd., Toronto, Ont.

PIPE COUPLINGS
*The Steel Co. of Canada, Ltd., Hamilton, Ont.

PIPE COVERINGS
*Eureka Mineral Wood & Asbestos Co., Toronto, Ont.

PIPES, culvert
*The Pedlar People, Ltd., Oshawa, Ont.

PIPE AND NIPPLES, black and galvanized
*Canadian Tube & Iron Co., Ltd., Montreal, Que.

PIPE, sewer
Hamilton & Toronto Sewer Pipe Co., Ltd., Hamilton, Ont.

PIPE, soil and fittings
Anthes Foundry, Ltd., Toronto and Winnipeg.
Warden King Ltd., Montreal, Que.

PISTON RODS
*The Canadian Drawn Steel Co., Ltd., Hamilton, Ont.
*Union Drawn Steel Co., Ltd., Hamilton, Ont.

PLANERS
*Canada Machinery Corporation, Ltd., Galt, Ont.
*P. B. Yates Machine Co., Ltd., Hamilton, Ont.

PLASTERING TROWELS
*E. C. Atkins & Co., Inc., Hamilton, Ont.

PLOWS
J. Fleury's Sons, Aurora, Ont.

PLUMBERS' SUPPLIES
The Garth Co., Montreal, Que.
The James Morrison Brass Mfg. Co., Ltd., Toronto, Ont.
Toronto Plate Glass Importing Co., Ltd., Toronto, Ont.

PNEUMATIC DRILLS
*Canadian Ingersoll-Rand Co., Ltd., Montreal, Que.

POLE LINE MATERIAL (wooden insulator top pins, side blocks, pole steps, cross arms)
The Lachute Shuttle Co., Ltd., Lachute Mills, P.Q.

POLES, flag
*Ontario Wind Engine & Pump Co., Ltd., Toronto, Ont.

POLISHING MACHINERY
*Ford Smith Machine Co., Ltd., Hamilton, Ont.

PORK PACKERS AND CHEESE EXPORTERS
The Ingersoll Packing Co., Ltd., Ingersoll, Ont.

POWDER, blasting
Canadian Explosives, Ltd., Montreal, Que.

POWER PRESSES
*Hydraulic Machinery Co., Ltd., Montreal, Que.

PRESSES, hydraulic
*The Hydraulic Machinery Co., Limited, Montreal.

PRESSES, sheet metal stamping
*Canada Machinery Corporation, Ltd., Galt, Ont.

PRESSES, veneer
*Canada Machinery Corporation, Ltd., Galt, Ont.

PRINTING AND LITHOGRAPHING
Lawson & Jones, Ltd., London, Ont.
The Federated Press, Limited, Montreal, Que.

PRINTING & LITHOGRAPHIC INKS.
Charles Bush, Limited, Toronto.

PULLEYS
*Canadian Fairbanks-Morse Co., Ltd., Montreal, Que.
*The Goldie & McCulloch Co., Ltd., Galt, Ont.

PULLEYS, Fibre
*The Diamond State Fibre Co. of Canada, Ltd., Toronto.

PULLEYS, wood split
*Bernard Industrial Co., Fortierville, P.Q.

PULP, bleached sulphite
*Riordan Sales Co., Ltd., Montreal,

PULP, unbleached sulphite
*Riordan Sales Co., Ltd., Montreal,

PULP, sulphate and sulphite
*Bathurst Lumber Co., Ltd., Bathurst, N.B.

PULP AND PAPER MILL MACHINERY
*The Hydraulic Machinery Co., Limited, Montreal.

PUMPS
*Canadian Ingersoll-Rand Co., Ltd., Montreal, Que.
*Canadian Fairbanks-Morse Co., Ltd., Montreal, Que.
*E. Leonard & Sons, Ltd., London, Ont.
*Ontario Wind Engine & Pump Co., Ltd., Toronto, Ont.
*Smart-Turner Machine Co., Ltd., Hamilton, Ont.
Spramotor Co., London, Ont.
*The Electric Steel & Metals Co., Ltd., Welland, Ont.

PUMPS, boiler feed
*Smart-Turner Machine Co., Ltd., Hamilton, Ont.
*The Goldie & McCulloch Co., Ltd., Galt, Ont.

PUMPS, centrifugal
Ltd., Walkerville, Ont.
*Canadian Ingersoll-Rand Co., Ltd., Montreal, Que.
*Canadian Mead Morrison Co., Ltd., Montreal, Que.
*Dominion Engineering Works, Limited, Montreal, Que.
*Dominion Forge & Stamping Co.,
*The Goldie & McCulloch Co., Ltd., Galt, Ont.
*Smart-Turner Machine Co., Ltd., Hamilton, Ont.
*The Waterous Engine Works Co., Ltd., Brantford, Ont.

*For Display Advertisement see Index. Page 45

PUMPS, hydraulic
*The Hydraulic Machinery Co., Limited, Montreal.

PUMPS, turbine and reciprocating
*Smart-Turner Machine Co., Ltd., Hamilton, Ont.

PUNCHES
*Pratt & Whitney Co., Dundas, Ont.

RADIATORS
Taylor-Forbes Co., Ltd., Guelph, Ont.
Warden King, Ltd., Montreal, Que.

RAILS (STEEL).
*Algoma Steel Corporation.

RAILINGS, brass and iron
*Dennis Wire & Iron Works Co., London, Ont.

RAILWAY SUPPLIES
*Canadian Steel Foundries, Ltd., Montreal, Que.
*Chicago Bridge & Iron Works, Bridgeburg, Ont.
B. J. Coghlin Co., Ltd., Montreal, Que.

READY-TO-WEAR GARMENTS, ladies'
H. C. Boulter Co., Ltd., Toronto.

REAMERS
*Pratt & Whitney Co., Dundas, Ont.
*Butterfield & Co., Rock Island, P.Q.

RECEPTACLES, fibre
*The Diamond State Fibre Co. of Canada, Ltd., Toronto.

REFRIGERATORS
Sanderson-Harold Co., Ltd., Paris, Ont.

REFRIGERATING MACHINERY
The Linde Canadian Refrigeration Co., Ltd., Montreal, Que.

REFRIGERATING EQUIPMENT.
Canadian Ice Machine Co., Ltd., Toronto, Ont.

REFRIGERATORS, store, homes and institutions
Ham & Nott Co., Ltd., Brantford, Ont.
*John Hillock & Co., Ltd., Toronto.

REINFORCEMENT BARS
*Burlington Steel Co., Ltd., Hamilton, Ont.
*The Steel Co. of Canada, Ltd., Hamilton, Ont.

REINFORCED CONCRETE
*Trussed Concrete Steel Company of Canada, Ltd., Walkerville, Ont.

REINFORCEMENT FOR CONCRETE
*Canada Wire & Iron Goods Co., Hamilton, Ont.

REINFORCEMENT FOR CONCRETE ROOFING, metal
*The Pedlar People, Ltd., Oshawa, Ont.

REVOLVING DOORS
*A. B. Ormsby Co., Ltd., Toronto

RINGS, gold
*Caron Bros., Montreal, Que.

RIVETS
*Canadian Tube & Iron Co., Ltd. Montreal, Que.
*The Steel Co. of Canada, Ltd. Hamilton, Ont.

RIVETS, bifurcated and tubular
Parmenter & Bullock Co., Ltd. Gananoque, Ont.

RIVETS AND BURRS, iron, copper and brass
Parmenter & Bullock Co., Ltd., Gananoque, Ont.

ROCK DRILLS
*Canadian Ingersoll-Rand Co., Ltd., Montreal, Que.

ROLLING STEEL DOORS
*A. B. Ormsby Co., Ltd., Toronto.

ROOFING, metal
*A. B. Ormsby Co., Ltd., Toronto.

ROOFINGS, plastic, liquid, rubber
Beveridge Paper Co., Ltd., Montreal, Supply Department.

ROOFING, ready to lay
Standard Paint Co. of Canada Ltd., Montreal, Que.
*The Barrett Co., Ltd., Toronto and Montreal.

ROOF TRUSSES
*The Canadian Bridge Co., Ltd., Walkerville, Ont.
*Dominion Bridge Co., Ltd., Montreal, Que.

ROPE
*Doon Twines, Limited, Kitchener, Ontario.
*Shurly & Derrett, Ltd., Toronto.

ROPE, cotton
Hamilton Cotton Co., Hamilton Ont.

RUBBER FOOTWEAR
*Gutta Percha & Rubber Ltd., Toronto, Ont.
The Miner Rubber Co., Ltd. Grandy, Que.

RUBBER GOODS
*Canadian Consolidated Rubber Co., Ltd., Montreal, Que.
*Gutta Percha & Rubber Limited, Toronto.

RUBBER MACHINERY
*The Hydraulic Machinery Co. Limited, Montreal.

RUBBER MILL MACHINERY
*Canadian Ingersoll-Rand Co., Ltd. Sherbrooke, Que.

RUBBER PACKING
*Garlock Packing Co., Hamilton Ont.

RULES
The Lufkin Rule Co. of Canada Ltd., Windsor, Ont.

SADDLERY HARDWARE
*Dominion Forge & Stamping Co., Walkerville, Ont.

SAFES
*Goldie & McCulloch Co., Ltd. Galt, Ont.

SAMPLE CASES
*The M. Langmuir Mfg. Co., of Toronto, Ltd., Toronto, Ont.
J. Eveleigh & Co., Ltd., Montreal Que.

SAND RAMMERS
*Canadian Ingersoll-Rand Co., Ltd., Montreal, Que.
*P. B. Yates Machine Co., Ltd. Hamilton, Ont.

SASH CORD, cotton
Hamilton Cotton Co., Hamilton Ont.

SALT
*Canadian Salt Co., Ltd., Windsor Ont.
Dominion Salt Co., Ltd., Sarnia Ont.

SANITARY PAPER TOWELS
*E. B. Eddy Co., Ltd., Hull, Que

SAVE-ALLS
*The Hydraulic Machinery Co. Limited, Montreal.

SAW SHARPENING MACHINERY
*Canadian Hart Wheels, Ltd., Hamilton, Ont.

SAWS
*E. C. Atkins & Co., Ltd., Hamilton, Ont.
Henry Disston & Sons, Ltd., Toronto, Ont.
Shurly & Deitrich, Galt, Ont.

SAWS, cross-cut and band
*Canada Machinery Corporation Ltd., Galt, Ont.
*P. B. Yates Machine Co., Ltd. Hamilton, Ont.
Shurly & Deitrich, Galt, Ont.

SAWS, circular mill
Shurly & Deitrich, Galt, Ont.

SAWS, of all kinds
Simonds Canada Saw Co., Ltd., Montreal, Que.

SAWS, rip
*Canada Machinery Corporation, Ltd., Galt, Ont.
*P. B. Yates Machine Co., Ltd., Hamilton, Ont.
Shurly & Deitrich, Galt, Ont.

SAWMILLS
*The Waterous Engine Works Co., Ltd., Brantford, Ont.

SCALES
*Canadian Fairbanks-Morse Co., Ltd., Montreal, Que.

SCREENS
*Canada Wire & Iron Goods Co., Hamilton, Ont.

SCREEN DOORS AND WINDOWS
Sanderson-Harold Co., Ltd., Paris, Ont.
Ham & Nott Co., Ltd., Brantford, Ont.

SCREENS; Folding Draft
The Stratford Mfg. Co., Limited, Stratford, Ont.

SCREWS
*John Morrow Screw & Nut Co., Ltd., Ingersoll, Ont.
*National Acme Company, Montreal, Que.
*The Steel Co. of Canada, Ltd., Hamilton, Ont.
*Torrington Company, Limited, Upper Bedford, Que.

SCREW PLATES
*Butterfield & Co., Rock Island, P.Q.

SEATS; Park and Grand Stand
The Stratford Mfg. Co., Limited, Stratford, Ont.

SECURITIES, engraved
American Bank Note Co., Ottawa, Ont.

SERGES
Rosamond Woollen Co., Almonte, Ont.

SEWAGE DISPOSAL SYSTEMS
Anthes Foundry, Ltd., Toronto.

SEWAGE SCREENS
*The Hydraulic Machinery Co., Limited, Montreal.

SHAFTING
*Canadian Drawn Steel Co., Ltd., Hamilton, Ont.
*The Goldie & McCulloch Co., Ltd., Galt, Ont.
*Union Drawn Steel Co., Ltd., Hamilton, Ont.

SHANTY BLANKETS
Slingsby Mfg. Co., Ltd., Brantford, Ont.

SHAPERS
*Canada Machinery Corporation, Ltd., Galt, Ont.
*P. B. Yates Machine Co., Ltd., Hamilton, Ont.

SHEAR BLADES, iron
*Galt Knife Co., Ltd.
The Peter Hay Knife Co., Ltd., Galt, Ont.

SHEATHING
*The Barrett Co., Ltd., Toronto and Montreal.

SHEATHING, asbestos corrugated
*Eureka Mineral Wool & Asbestos Co., Toronto, Ont.

SHEET METAL STAMPINGS
Acme Stamping & Tool Works, Ltd., Hamilton, Ont.
*The Pedlar People, Ltd., Oshawa, Ont.
*The A. B. Ormsby Co., Ltd., Toronto, Ont.

SHEETS, fibre
*The Diamond State Fibre Co. of Canada, Ltd., Toronto.

SHEETS, galvanized
*Dominion Sheet Metal Co., Ltd., Hamilton, Ont.
*The Pedlar People, Ltd., Oshawa, Ont.

SHINGLES
*Bathurst Lumber Co., Ltd., Bathurst, N.B.

SHINGLE SAWS
*E. C. Atkins & Co., Inc., Hamilton, Ont.

SHINGLE STAINS
Sturgeons, Limited, Toronto.

SHIP BUILDERS
J. & R. Weir, Montreal, Que.

SHIRTS
John W. Peck & Co., Ltd., Montreal, Que.

SHIRTS, workmen's
*A. R. Clarke & Co., Ltd., Toronto.

SHOE PEGWOOD
O. Chalifour, Quebec, Que.

SHOE LININGS
Galt Knitting Co., Ltd., Galt, Ont.

SHOOKS
Barchard & Co., Ltd., Toronto.

SIGNAL CELLS-RAILWAY
*Canadian National Carbon Co., Ltd., Toronto.

SILENT CHAIN DRIVES
*Canadian Link-Belt Company, Ltd., Toronto, Ont.

SILVER BULLION
Coniagas Reduction Co., Ltd., St. Catharines, Ont.
*Deloro Smelting & Refining Co., Ltd., Deloro, Ont.

SILVERSMITH
Standard Silver Co., Toronto, Ont

SILVERWARE, sterling
Roden Bros., Ltd., Toronto, Ont.

SINKS, enamelled
Amherst Foundry Co., Ltd., Amherst, N.S.

SKIFFS
Peterboro Canoe Co., Ltd., Peterboro, Ont.

SKYLIGHTS
*A. B. Ormsby Co., Ltd., Toronto.
*The Pedlar People, Ltd., Oshawa, Ont.

SLOTTERS
*Canada Machinery Corporation, Ltd., Galt, Ont.

SMOKE CONSUMERS
*Under-Feed Stoker Company of Canada, Limited, Toronto.

SMOKE-STACKS
*Canadian Chicago Bridge & Iron Co., Ltd., Bridgeburg, Ont.
*Canadian Ingersoll-Rand Co., Ltd., Sherbrooke, Que.
*The Goldie & McCulloch Co., Ltd., Galt, Ont.
*E. Leonard & Sons, Limited, London, Ont.
*MacKinnon Steel Co., Ltd., Sherbrooke, Que.
*Steel Trough & Machine Co., Ltd., Tweed, Ont.

SOAPS
J. Barsalou & Co., Ltd., Montreal.

SOAP (soft, oil)
*The Imperial Varnish & Color Co., Ltd., Toronto, Ont.

SODA ASH
Brunner, Mond Canada, Limited, Amherstburg, Ont.

SODA WATER FOUNTAINS
J. J. McLaughlin, Ltd., Toronto.

SODA WATER FOUNTAINS AND ACCESSORIES
Fletcher Mfg. Co., Ltd., Toronto.

SOIL PIPE
Anthes Foundry, Ltd., Toronto.

SOLDER
Alonzo W. Spooner, Ltd., Port Hope, Ont.
*Canada Metal Co., Toronto, Ont.
*Hoyt Metal Co., Toronto, Ont.
Magnolia Metal Co. of Canada, Ltd., Montreal, Que.

SOLDER, silver
Geo. H. Lees & Co., Hamilton, Ont.

SOLDER, wire and bar
American Can Co., Montreal, and Hamilton.

SNOWSHOES
Holt, Renfrew, Ltd., Quebec, Que.

SPECIAL MACHINERY
*Canadian Ingersoll-Rand Co., Ltd., Sherbrooke, Que.

SPECIALTIES, SWAGED AND THREADED WIRE
*Torrington Company, Limited, Upper Bedford, Que.

SPELTER
*Consolidated Mining & Smelting Co. of Canada, Ltd., Montreal.

SPIRAL CONVEYORS
*Canadian Mathews Gravity Carrier Co., Ltd., Toronto, Ont.

SPLIT PEAS
H. Murton, Ltd., Guelph, Ont.

SPOOLS
Canada Spool & Bobbin Co., Ltd., Walkerton, Ont.

SPORTING MEDALS AND TROPHIES
Roden Bros., Ltd., Toronto, Ont.

SPRAYERS
Spramotor Co., London, Ont.

SPRING COTTERS
*Richards-Wilcox Canadian Co., Ltd., London, Ont.

SPRINGS
*Canadian Steel Foundries, Ltd., Montreal, Que.
B. J. Coghlin Co., Ltd., Montreal.
Guelph Spring & Axle Co., Ltd., Guelph, Ont.

SPRINGS, carriage and automobile
Guelph Spring & Axle Co., Ltd.,

SPRING SHACKLE BOLTS
*John Morrow Screw & Nut Co., Ltd., Ingersoll, Ont.

*For Display Advertisement see Index, Page 45

SPRINKLER SYSTEMS
*Chicago Bridge & Iron Works, Bridgeburg, Ont.
*The Bennett & Wright Co., Ltd., Toronto, Ont.
*Purdy, Mansell, Ltd., Toronto.

SPROCKET WHEELS
*Canadian Link-Belt Company, Ltd., Toronto, Ont.

STAINS, creosote shingle
A. Muirhead Co., Ltd., Toronto.

STAMPS, steel, brass and rubber
Pritchard-Andrews Co. of Ottawa, Ltd., Ottawa, Ont.

STAMPINGS, steel, brass, aluminum, etc.
Larsen & Shaw, Ltd., Walkerton.

STATIONERY, office
Harris Lithographing Co., Toronto.

STEAM PIPE AND BOILER COVERINGS, asbestos
*Eureka Mineral Wool & Asbestos Co., Toronto.

STEAM SHOVELS
*Canadian Mead Morrison Co., Ltd., Montreal, Que.

STEAM SPECIALTIES
*C. A. Dunham Co., Ltd., Toronto.

STEAM TRAPS
*C. A. Dunham Co., Ltd., Toronto.

STEEL
*Nova Scotia Steel & Coal Co., Ltd., New Glasgow, N.S.
*Burlington Steel Co., Ltd., Hamilton, Ont.
*MacKinnon Steel Co., Ltd., Sherbrooke, Que.

STEEL BILLETS AND BLOOMS
*The Steel Co. of Canada, Ltd., Hamilton, Ont.

STEEL BUILDINGS
*The Canadian Bridge Co., Ltd., Walkerville, Ont.
*Dominion Bridge Co., Ltd., Montreal, Que.
*Hamilton Bridge Works Co., Ltd., Hamilton, Ont.
*Maritime Bridge Co., Ltd., New Glasgow, N.S.
*McGregor & McIntyre, Ltd., Toronto, Ont.
*MacKinnon Steel Co., Limited, Sherbrooke, P.Q.
*The Pedlar People, Ltd., Oshawa, Ont.
*The A. B. Ormsby Co., Ltd., Toronto, Ont.

STEEL CASTINGS
Beauchemin & Fils, Ltd., Sorel, Que.
*Canadian Steel Foundries, Ltd., Montreal, Que.
*Dominion Foundries and Steel Co., Ltd., Hamilton, Ont.
*Electric Steel & Metals Co., Ltd., Welland, Ont.

STEEL DOORS, rolling
*The A. B. Ormsby Co., Ltd., Toronto, Ont.

STEEL FILING EQUIPMENT
*Office Specialty Mfg. Co., Ltd., Newmarket, Ont.

STEEL LATH
*Trussed Concrete Steel Company of Canada, Ltd., Walkerville, Ont.

STEEL PLATE WORK
*Canadian Chicago Bridge & Iron Co., Ltd., Bridgeburg, Ont.
*Canadian Ingersoll Rand Co., Ltd., Sherbrooke, Que.
*Hamilton Bridge Works Co., Ltd., Hamilton, Ont.
*MacKinnon Steel Co., Limited, Sherbrooke, P.Q.
*Toronto Iron Works, Ltd., Toronto.

STEEL RODS
*The Steel Co. of Canada, Ltd., Hamilton, Ont.
*Algoma Steel Corporation.

STEEL SASH
*Canadian Metal Window & Steel Products, Limited, Toronto.
*Dennis Wire & Iron Works Co., London, Ont.
*The A. B. Ormsby Co., Ltd., Toronto, Ont.
*Trussed Concrete Steel Company of Canada, Ltd., Walkerville, Ont.

STEEL SHELVING
*Dennis Wire & Iron Works Co., London, Ont.

STEEL WIRE RODS
*The Steel Co. of Canada, Ltd., Hamilton, Ont.

STELLITE
*Deloro Smelting & Refining Co., Ltd., Deloro and Toronto.

STENCILS, brass
Pritchard-Andrews Co. of Ottawa, Ltd., Ottawa, Ont.

STEREO TISSUE AND BLOTTINGS
Beveridge Paper Co., Ltd., Montreal.

STEREOTYPING
Central Press Agency, Toronto.

STOKERS
*Under-feed Stoker Co. of Canada, Ltd., Toronto, Ont.

STOOLS, steel factory
*Steel Trough & Machine Co., Ltd. Tweed, Ont.

STORAGE BATTERIES
*Prest-O-Lite Company of Canada Limited, Toronto.

STORE FITTINGS
The Canadian Office & School Furniture Co., Ltd., Preston, Ont.

STOVES
Smith Foundry Co., Ltd., Fredericton, N.B.

STOVE POLISH GRAPHITE
Black Donald Graphite Company Limited, Calabogie, Ont.

STOVES AND RANGES
*McClary Mfg. Co., London, Ont.

STRAWS, paper drinking
Fletcher Mfg. Co., Ltd., Toronto

STRUCTURAL STEEL.
*Algoma Steel Corporation.

STRUCTURAL STEEL WORK
*Canadian Ingersoll-Rand Co., Ltd. Sherbrooke, Que.
*Dominion Bridge Co., Montreal
*Hamilton Bridge Works Co., Ltd., Hamilton, Ont.
*McGregor & McIntyre, Ltd., Toronto, Ont.
*MacKinnon Steel Co., Ltd., Sherbrooke, Que.
*The Canadian Bridge Co., Ltd. Walkerville, Ont.

SUIT CASES
J. Eveleigh & Co., Ltd., Montreal
*The M. Langmuir Mfg. Co., of Toronto. Ltd., Toronto, Ont.

SULPHUR BURNERS
*The Hydraulic Machinery Co Limited, Montreal.

SUPERHEATERS, steam
*The Goldie & McCulloch Co., Ltd., Galt, Ont.

SUPERHEATERS, STEAM (Locomotive, Marine, Stationary)
The Superheater Company, Limited, Transportation Building, Montreal, Quebec.

SUPPLY DEALERS
*The Foundation Co., Ltd., Montreal, Que.

SURFACERS
*Canada Machinery Corporation, Ltd., Galt, Ont.
*P. B. Yates Machine Co., Ltd., Hamilton, Ont.

SWITCHES, railway
Canadian Ramapo Iron Works, Ltd., Niagara Falls, Ont.

SWITCHES AND FROGS
*Canadian Steel Foundries, Ltd., Montreal, Que.

SWITCH STANDS
Canadian Ramapo Iron Works, Ltd., Niagara Falls, Ont.

TABLE COVERS, chenille
Hamilton Cotton Co., Hamilton, Ont.

TANKS
*Canadian Chicago Bridge & Iron Company, Ltd., Bridgeburg, Ont
*Canadian Des Moines Steel Co., Limited, Chatham.
*Hamilton Bridge Works Co., Ltd., Hamilton, Ont.
*E. Leonard & Sons, Ltd., London, Ont.
*MacKinnon Steel Co., Ltd., Sherbrooke, Que.
*Maritime Bridge Co., Ltd., New Glasgow, N.S.
*Ontario Wind Engine & Pump Co., Ltd., Toronto, Ont.
*The Goldie & McCulloch Co., Ltd., Galt, Ont.
*The Goold Shapley & Muir Co., Limited, Brantford, Ont.
*The Waterous Engine Works Co., Ltd., Brantford, Ont.
*Toronto Iron Works, Ltd., Toronto
Wm. H. White, Ville St. Pierre, Montreal, Que.

TANKS, elevated steel
*Canadian Chicago Bridge & Iron Co., Ltd., Bridgeburg, Ont.
*Canadian Des Moines Steel Co. Limited, Chatham.

TANKS, steel storage
*Canadian Ingersoll Rand Co., Ltd., Sherbrooke, Que.
*Canadian Chicago Bridge & Iron Co., Ltd., Bridgeburg, Ont.
*The Goldie & McCulloch Co., Ltd., Galt, Ont.
*MacKinnon Steel Co., Ltd., Sherbrooke, Que.
*Steel Trough & Machine Co., Ltd., Tweed, Ont.

TANNERS' OILS & GREASES
Salem Oil & Grease Co. of Canada, Limited, Farnham, Que.

TANNERS' SUPPLIES
*McClary Mfg. Co., London, Ont.

TAPS
*Butterfield & Co., Rock Island, P.Q.
*Pratt & Whitney Co., Dundas, Ont

TAPES, measuring
The Lufkin Rule Co. of Canada, Ltd., Windsor, Ont.

TELEPHONE ACCESSORIES
*Northern Electric Co., Ltd., Montreal, Que.

TERMINALS, electric cable
*Standard Underground Cable Co of Canada, Ltd., Hamilton, Ont.

TERRA COTTA, architectural
Toronto Plate Glass Importing Co., Ltd., Toronto, Ont.

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The Lachute Shuttle Co., Ltd., Lachute Mills, P.Q.

TIE TAMPERS
*Canadian Ingersoll-Rand Co., Ltd., Montreal, Que.

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*Gutta Percha & Rubber Ltd., Toronto, Ont.

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*International Business Machines Co., Ltd., Toronto, Ont.

TINWARE, lithographed
*MacDonald Mfg. Co., Ltd., Toronto, Ont.

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*Gutta Percha & Rubber Ltd., Toronto, Ont.

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Beveridge Paper Co., Ltd., Montreal.

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*Canadian Ingersoll-Rand Co., Ltd., Montreal, Que.

TOOLS, track
B. J. Coghlin Co., Ltd., Hamilton.

TOYS AND GAMES.
A. C. Gilbert-Menzies Co., Ltd., Toronto, Ont.

TRADE MARKS AND DESIGNS
*Ridout & Maybee, Toronto, Ont.

TRAFFIC SERVICES
National Traffic Service Association of Canada, Toronto.

TRANSFORMERS
*The Canadian Crocker-Wheeler Co., Ltd., St. Catharines, Ont.

TRANSLATIONS INTO FRENCH
Raoul Renault, Quebec City.

TRANSMISSION MACHINERY
*Bond Engineering Works., Limited, Toronto.
*Canadian Link Belt Co., Toronto.
*The Waterous Engine Works Co., Ltd., Brantford, Ont.

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*C. A. Dunham Co., Ltd., Toronto.

TROLLEYS
*Richard-Wilcox Canadian Co., Ltd., London, Ont.
*Northern Crane Works, Ltd., Walkerville, Ont.

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*Canadian Fairbanks-Morse Co., Ltd., Montreal, Que.
*Northern Crane Works, Ltd., Walkerville, Ont.

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*Waterous Engine Works Co., Ltd., Brantford, Ont.

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*National Steel Car Co., Ltd., Hamilton, Ont.

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J. Eveleigh & Co., Ltd., Montreal.
*The M. Langmuir Mfg. Co., of Toronto, Ltd., Toronto.

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Fletcher Mfg. Co., Ltd., Toronto.

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*Booth-Coulter Copper & Brass Co., Ltd., Toronto, Ont.
Canadian Seamless Wire Co., Toronto, Ont.
*Copper Products, Ltd., Montreal, Que.

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Canadian Seamless Wire Co., Toronto, Ont.

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*Northern Crane Works, Ltd., Walkerville, Ont.
*Smart-Turner Machine Co., Ltd., Hamilton, Ont.

TURBINES, hydraulic
*Dominion Engineering Works, Limited, Montreal, Que.

TURBINES, steam
*The Canadian Crocker-Wheeler Co., Ltd., St. Catharines.
*The Goldie & McCulloch Co., Ltd., Galt, Ont.

TURBINE PUMPS
*The Goldie & McCulloch Co., Ltd., Galt, Ont.

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*Shurly & Derrett, Ltd., Toronto.

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Brantford Cordage Co., Ltd., Brantford, Ont.

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*Dart Union Co., Ltd., Toronto.

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Imperial Rattan Co., Ltd.

*** For Display Advertisement see Index, Page 45**

VACUUM PUMPS
*Canadian Ingersoll-Rand Co., Ltd., Sherbrooke, Que.
*The Goldie & McCulloch Co., Ltd., Galt, Ont.

VALVES
*Canadian Fairbanks-Morse Co.,
*Kerr Engine Co., Ltd., Walkerville.
Ltd., Montreal, Que.
*Jenkins Bros., Ltd., Montreal, Que.

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*Jenkins Bros., Ltd., Montreal.
James Morrison Brass Mfg. Co. Ltd., Toronto, Ont.

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*Mason Regulator & Engineering Co., Ltd., Montreal, Que.

VAULT FITTINGS, steel
*Office Specialty Mfg. Co., Ltd., Newmarket, Ont.

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*The Goldie & McCulloch Co., Ltd., Galt, Ont.

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*The Pedlar People, Ltd., Oshawa, Ont.

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WASHERS
*The Steel Co. of Canada, Ltd., Hamilton, Ont.

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*The Diamond State Fibre Co. of Canada, Ltd., Toronto.

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London Rolling Mill Co., Ltd., London, Ont.

WASTE BASKETS, fibre
*The Diamond State Fibre Co. of Canada, Ltd., Toronto.

WASTES, wool and cotton
Factory Waste & Metal Co., Montreal, Que.

WATERPROOF, cement coating
Benjamin Moore & Co., Ltd., Toronto, Ont.
Beveridge Paper Co., Ltd., Montreal. Supply Department.
*The Barrett Co., Ltd., Toronto and Montreal.

WATERPROOF, caselining
Beveridge Paper Co., Ltd., Montreal, Supply Department.

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WEBBING, non-elastic
Hamilton Cotton Co., Hamilton, Ont.

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*The Presto-O-Lite Co., Toronto.

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*Ontario Wind Engine & Pump Co., Ltd., Toronto, Ont.

WHEELS, corundum and emery
*Canadian Hart Wheels, Ltd., Hamilton, Ont.

WELL DRILLING TOOLS AND MACHINERY
Oil Well Supply Co., Ltd., Petrolia, Ont.

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*Ontario Wind Engine & Pump Co., Ltd., Toronto, Ont.

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*Trussed Concrete Steel Company of Canada, Ltd., Walkerville, Ont.

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*The Steel Co. of Canada, Ltd., Hamilton, Ont.
*Laidlaw Bale-Tie Co., Ltd., Hamilton, Ont.
*Frost Steel & Wire Company, Limited, Hamilton, Ontario.

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*Frost Steel & Wire Co., Limited, Hamilton, Ontario.
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*Canada Wire & Iron Goods Co., Hamilton, Ont.
*B. Greening Wire Co., Limited, Hamilton, Ont.
*C. H. Johnston & Sons, Ltd., Montreal, Que.

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*Standard Underground Cable Co of Canada, Ltd., Hamilton, Ont

WIRE GUARDS
*Canada Wire & Iron Goods Co., Hamilton, Ont.
*B. Greening Wire Co., Limited, Hamilton, Ont.
*C. H. Johnson & Sons, Limited, Montreal, Que.

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*Standard Underground Cable Co of Canada, Ltd., Hamilton, Ont

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Canada Wire & Iron Goods Co., Hamilton.
*Dominion Wire Rope Co., Ltd. Montreal, Que.
*The B. Greening Wire Co., Ltd. Hamilton, Ont.

WIRE, weatherproof
*Standard Underground Cable Co of Canada, Ltd., Hamilton, Ont.

WIRE WORK
*C. H. Johnson & Sons, Limited Montreal, Que.
*Canada Wire & Iron Goods Co. Hamilton, Ont.
*The Geo. B. Meadows, Toronto Iron & Brass Goods Works Co., Ltd., Toronto, Ont.

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Standard Fuel Co., Toronto, Ont.

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Barchard & Co., Ltd., Toronto.

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*Canadian Rumely Co., Ltd., Toronto, Ont.

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*Dodge Mfg. Co., Ltd., Toronto.

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*H. V. Andrews, Toronto, Ont.

WOOD TURNING
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*Thompson & Norris Co., of Canada, Ltd., Toronto and Montreal.

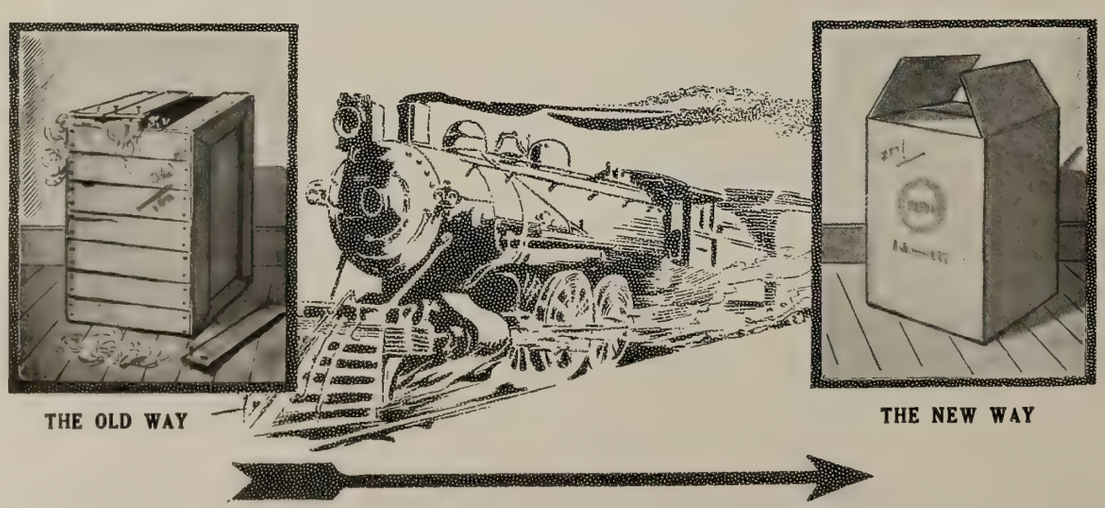
WROUGHT IRON PIPE
*The Steel Co. of Canada, Ltd., Hamilton, Ont.

YARNS, cotton
Hamilton Cotton Co., Hamilton, Ont.

ZINC
*Consolidated Mining and Smelting Co., of Canada, Ltd., Montreal, Que.

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Industrial Canada

ANNUAL CONVENTION NUMBER 1921

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Story of the 50th Annual Convention

CONTAINED in the pages of this number is the record of the Proceedings of the Jubilee Convention of the Canadian Manufacturers' Association, held on June 7, 8 and 9 at Quebec. ¶This includes the Annual Address of the President; the Report of the Executive Committee; the Treasurer's Report and the Reports of the Standing Committees, with the discussion that arose thereon. ¶It also supplies an account of all the other Features of the Convention, such as the Presentation of Loving Cups to the Ex-Presidents; the Annual Banquet; the Addresses by Public Men and the various Social Functions. ¶A number of interesting Convention Photographs, including large groups, are interspersed throughout the Number.

Published by the
CANADIAN MANUFACTURERS ASSOCIATION
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to Reading Matter, Page 121

Index to Advertisements, Pages 265-6



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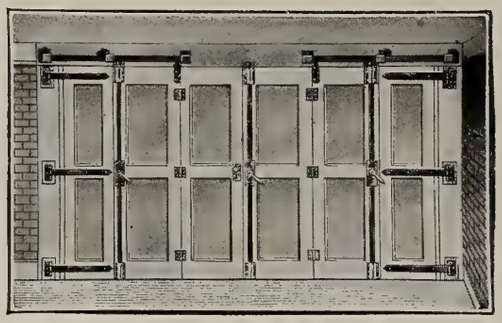
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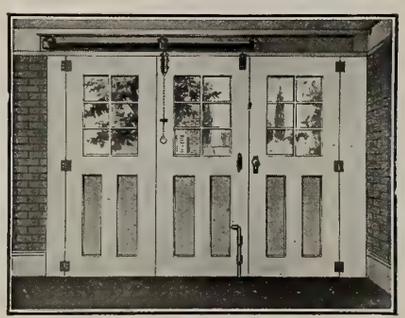
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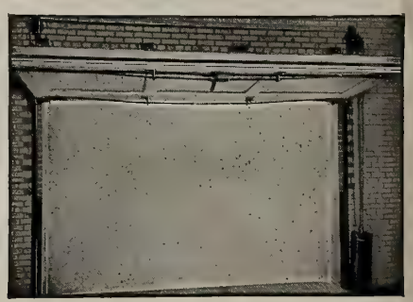
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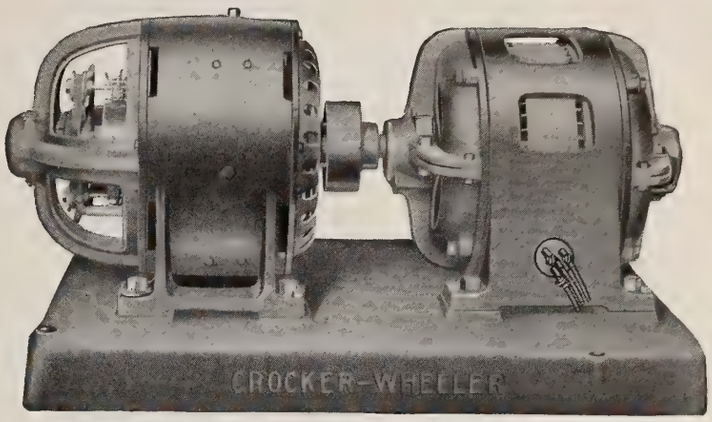


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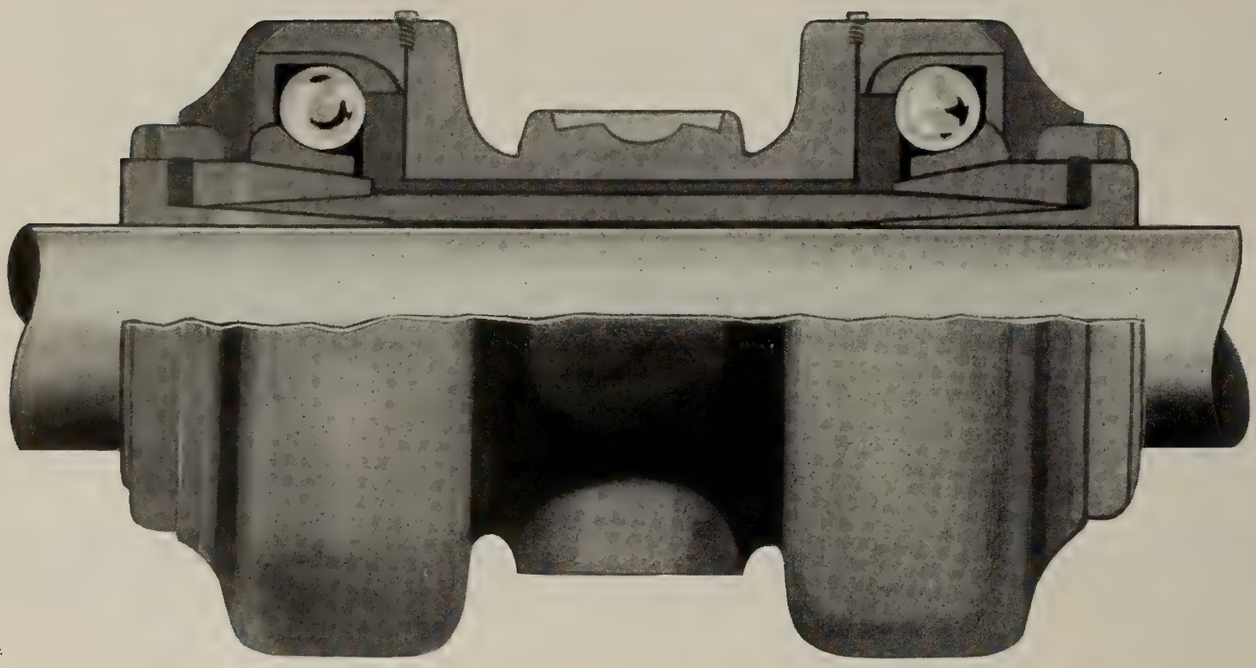
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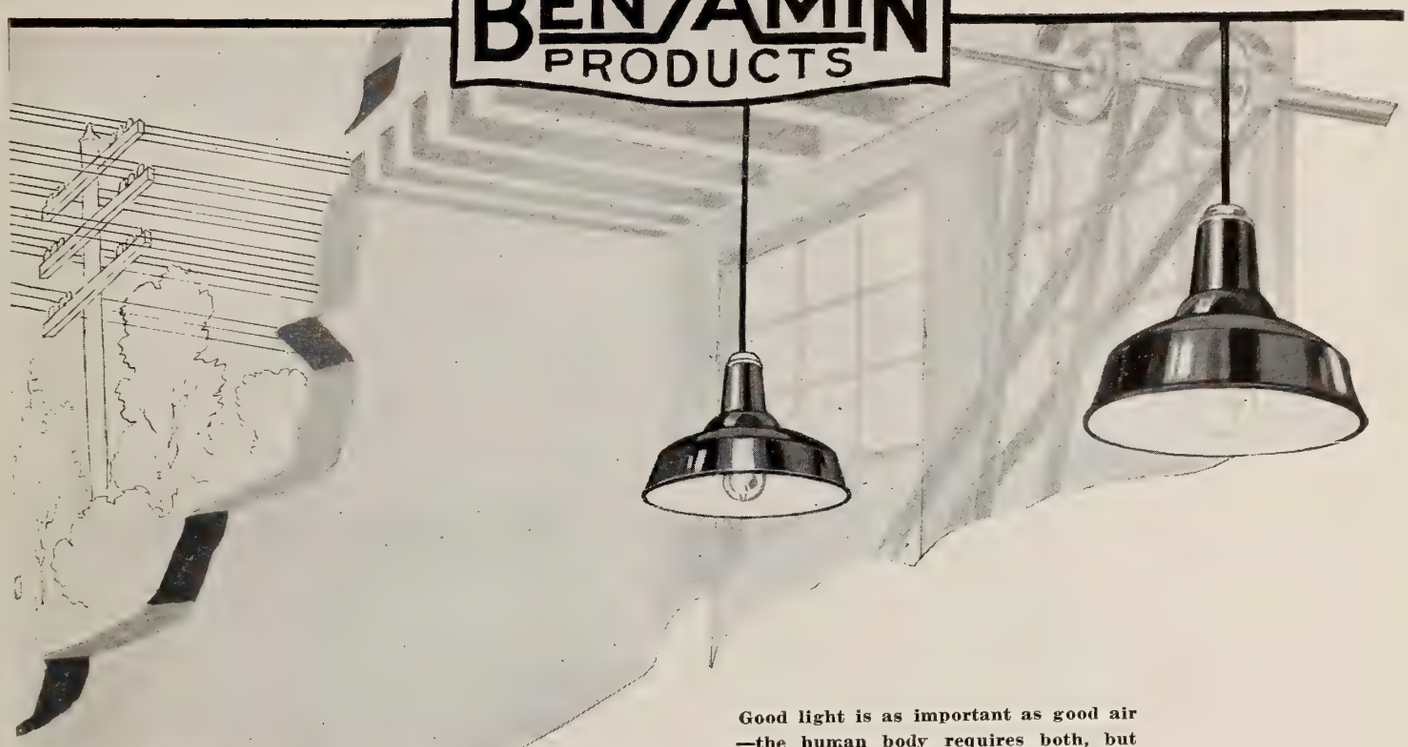
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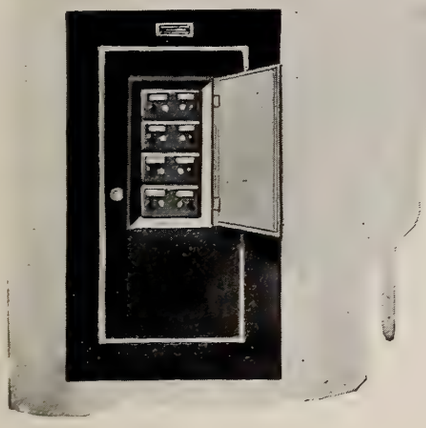
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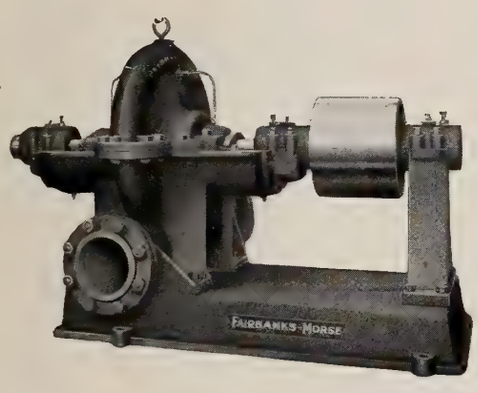
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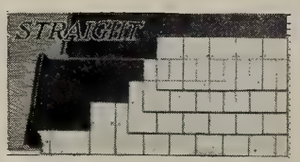
ASBESTOSLATE consists of 15% Asbestos and 85% Portland Cement, fabricated under immense hydraulic pressure. Due to the natural properties of these two materials, Asbestos Shingles harden and toughen with exposure, and are absolutely watertight and fireproof.

Asbestos Shingles offer ample opportunity for artistic display and can be supplied in Gray, Indian Red, Tuscan Brown and Blue-Black. Unlike slate, there are no veins in Asbestoslate, therefore, splitting and cracking at nail holes is impossible. Also, Asbestoslate is about one-quarter the weight of ordinary tiling. Can be laid in three styles—diagonal, straight and honeycomb.

Asbestoslate ensures a roof that lasts forever.

3 methods of laying Asbestoslate







LINABESTOS

has the combined advantages of the two greatest fire-proofing materials known to modern science. Linabestos has all the good points—lightness, convenience in installation, attractive in appearance and economical, and in addition, it gives the greatest possible protection from fire, which cannot be had with ordinary fire-proofing, for Linabestos is the only absolutely fire-proof cheap building board on the market. It can be applied to ordinary studding with hammer and nails. Linabestos can be used as a finished surface, or it will take paint or tint to the popular flat tones, or paper can be applied.

ASBESTOS BUILDING LUMBER

For Exterior Use.

has a smooth, hard finish and it will not crack or flake off. Does not require paint, and is the most convenient method of fire-proofing existing frame buildings. It is easily and quickly applied to wooden sheathing or over rough brick walls.

ASBESTOS CORRUGATED SHEATHING

For Roofing and Siding Industrial Building

It meets the great demand for a light indestructible material that can be rapidly and economically erected. It is absolutely fire-proof and impervious to all weather conditions.

Literature Supplied on request. Ask for Booklet No. 20.

SEND FOR THIS BOOK, IT IS FREE.

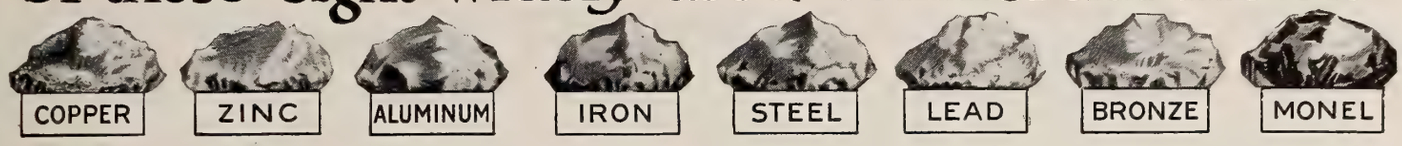


ASBESTOS MANUFACTURING COMPANY, LIMITED

General Offices and Factory: LACHINE, QUE.



Of these eight widely used commercial metals-



Acids destroy

COPPER ZINC ALUMINUM



Rust corrodes

IRON STEEL



Heat weakens

LEAD



Steam wears & salt water pits BRONZE



Monel alone stands up against the many destructive forces that quickly break down the resistance of most commercial service metals. Because it is strong as steel, more corrosion-resisting than copper, more wear-resisting than bronze, an increasing number of manufacturers are using MONEL metal for products for the most exacting and difficult industrial service, as well as for the most common domestic uses.

The name Monel identifies the natural nickel alloy—67% nickel, 28% copper and 5% other metals — produced by The International Nickel Company.

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Harbor Commission Building - Toronto, Ont.

INCo Monel metal

THE INTERNATIONAL NICKEL COMPANY

DAILY CAPACITY:
10,000 Barrels Flour
1,000 Barrels Rolled Oats

100 Interior elevators throughout Canada's Famous Wheat Belt







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Milling in the most modern of mills under careful and experienced millers makes these flours the standard of quality in the world's flour markets.

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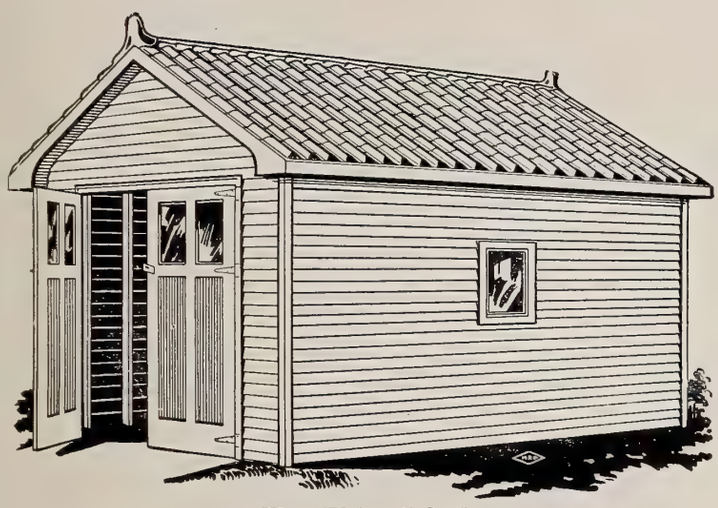
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WESTERN CANADA FLOUR MILLS COMPANY, Limited

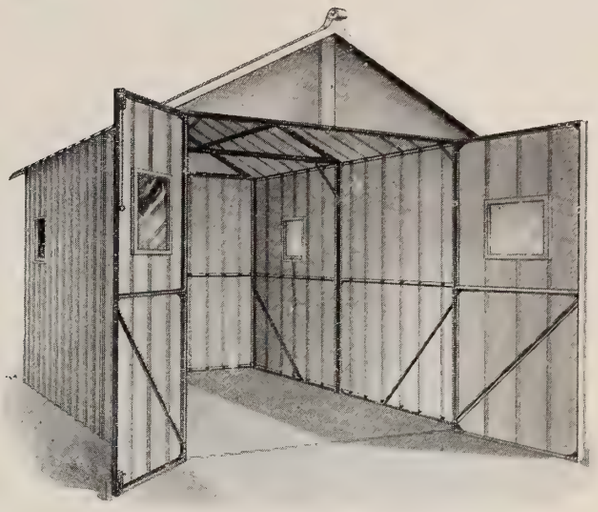
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Cable Address: LAKURON

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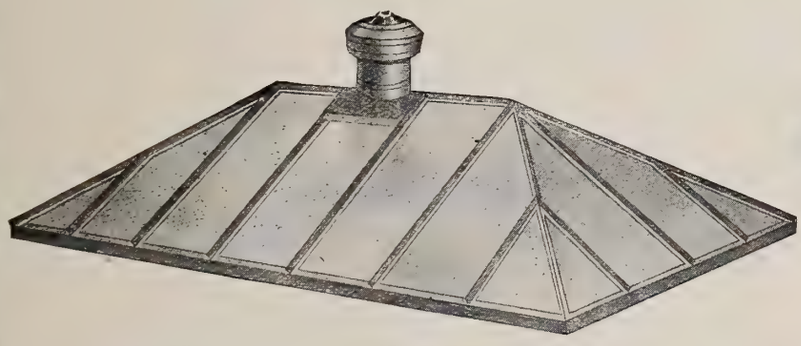
The "Urban" Style

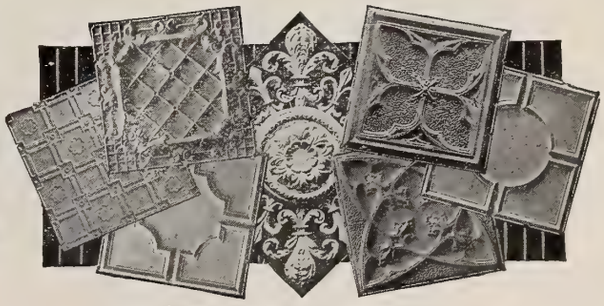


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Our Garage Catalogue shows FIVE DIFFERENT TYPES of light buildings which we furnish or which are easily built from stock sizes of lumber using our Materials as a covering. We furnish complete plans, etc. Get our proposition if needing anything of this kind. Our wide range enables us to suit any taste or purpose. Sizes up to 60x200 ft.





Design Registered, 1914

Skylights and Ventilators

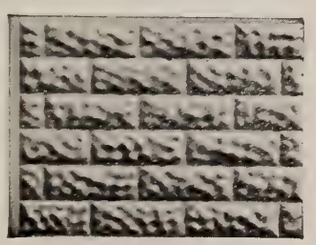
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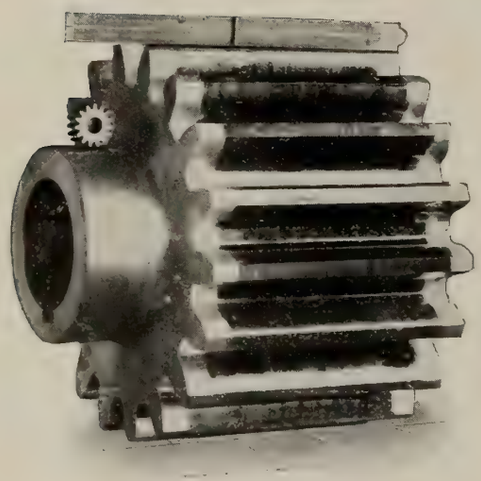
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Toronto and Winnipeg

Silent Pinions



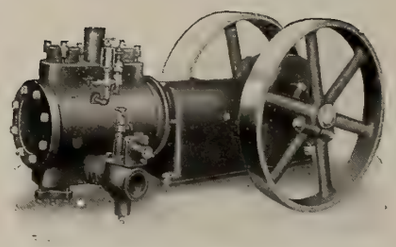
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We can supply Silent Pinions of standard designs in all types and sizes up to 36 ins. diam.

Hamilton Gear and Machine Co.

Van Horne St., TORONTO



Class "EL-I," Single Stage, Power Driven Compressor

A GOOD AIR COMPRESSOR AND A FEW "LITTLE DAVID" TOOLS

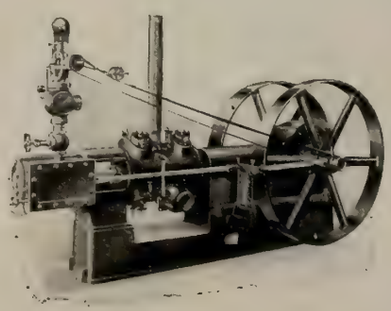
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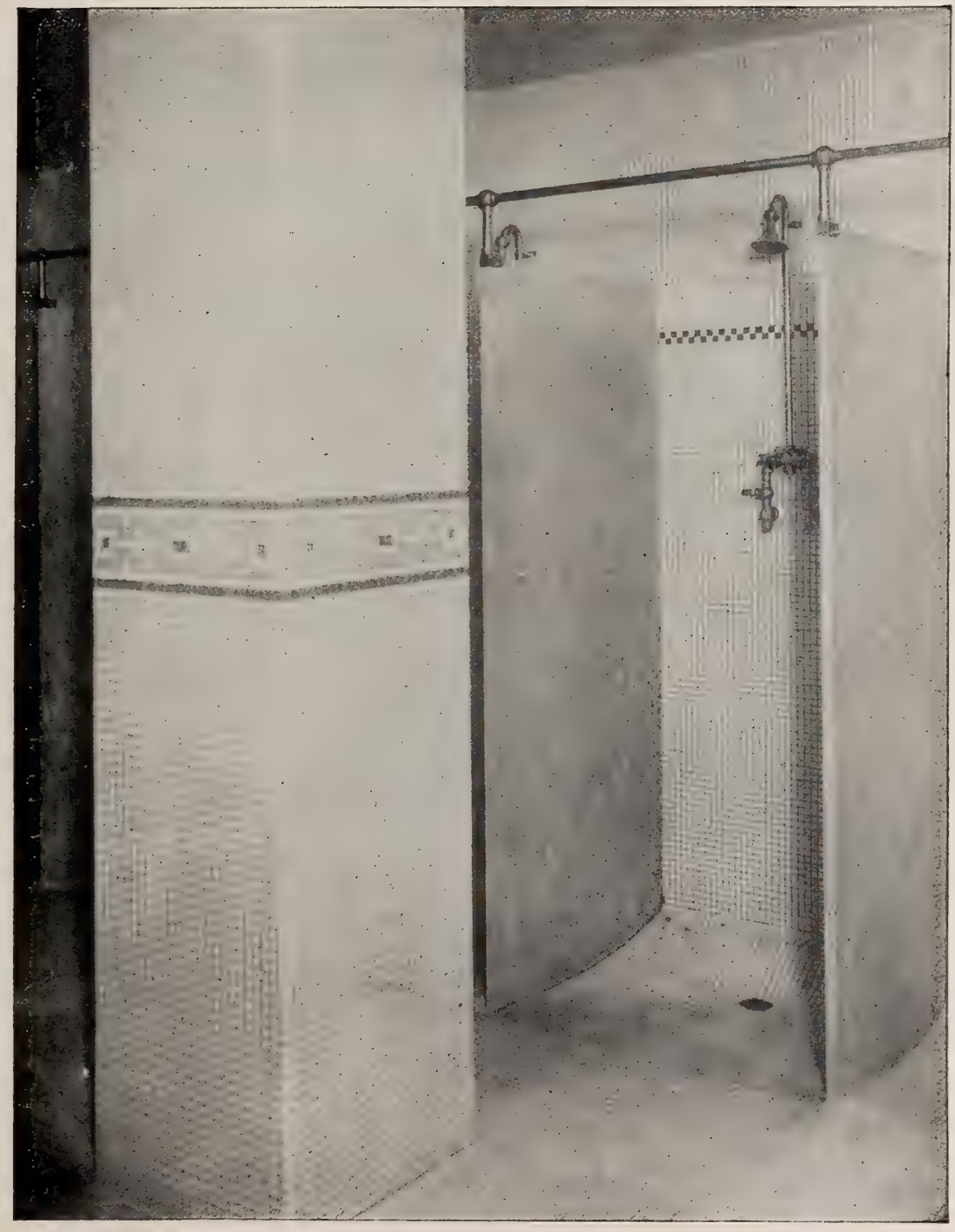
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SIZES—1-inch and 1¼-inch hexagon; ¾-inch square; 13/16-inch round; herringbone.

TRIM—Cap; Cove and Corners to use with ¾-inch square straight joint.

COLORS—Blue, Pearl, Green, Sage, Dark Grey, Silver Grey, Red, Chocolate.

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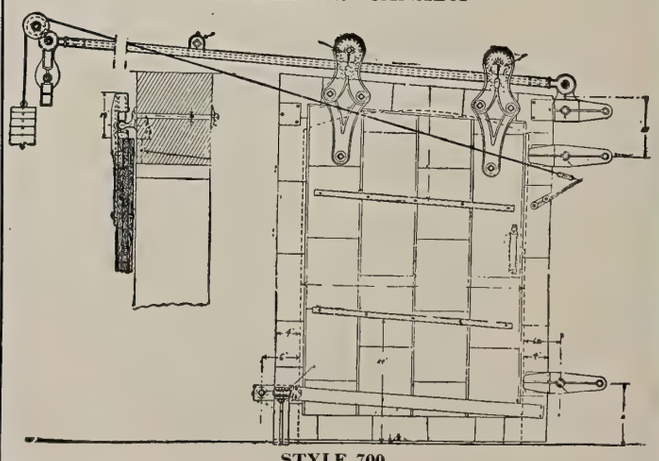
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Allith Fire Door Hardware is inspected and labelled by Underwriters' Laboratories (Inc.) SAVE MONEY and SECURE MAXIMUM PROTECTION by SPECIFYING ALLITH LABELLED FIXTURES for your Fire Doors.

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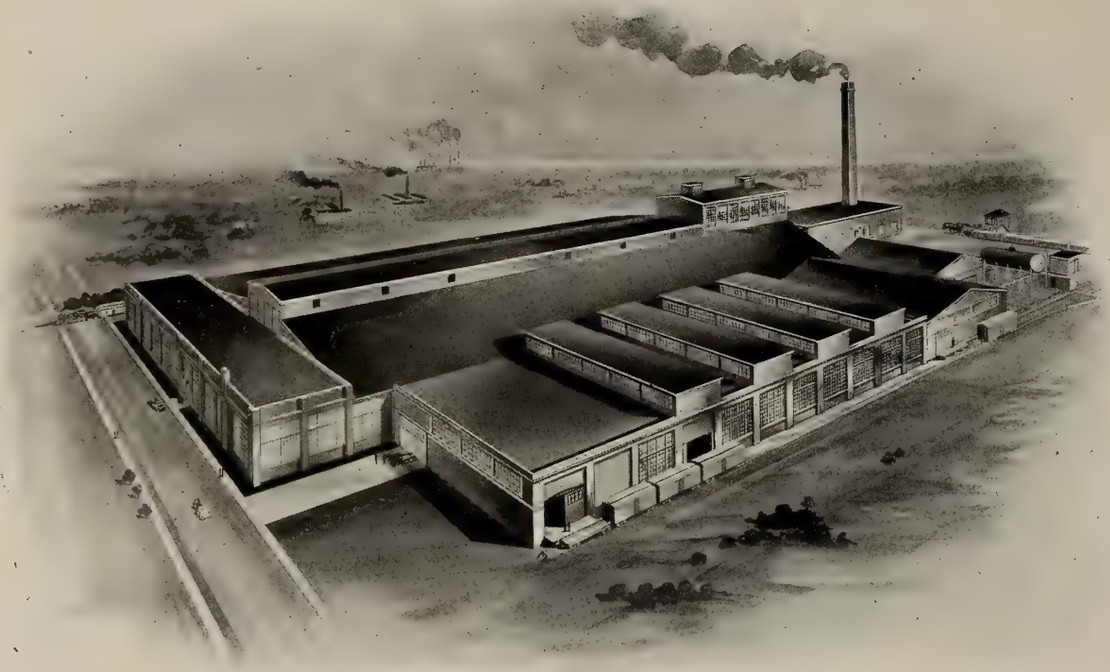
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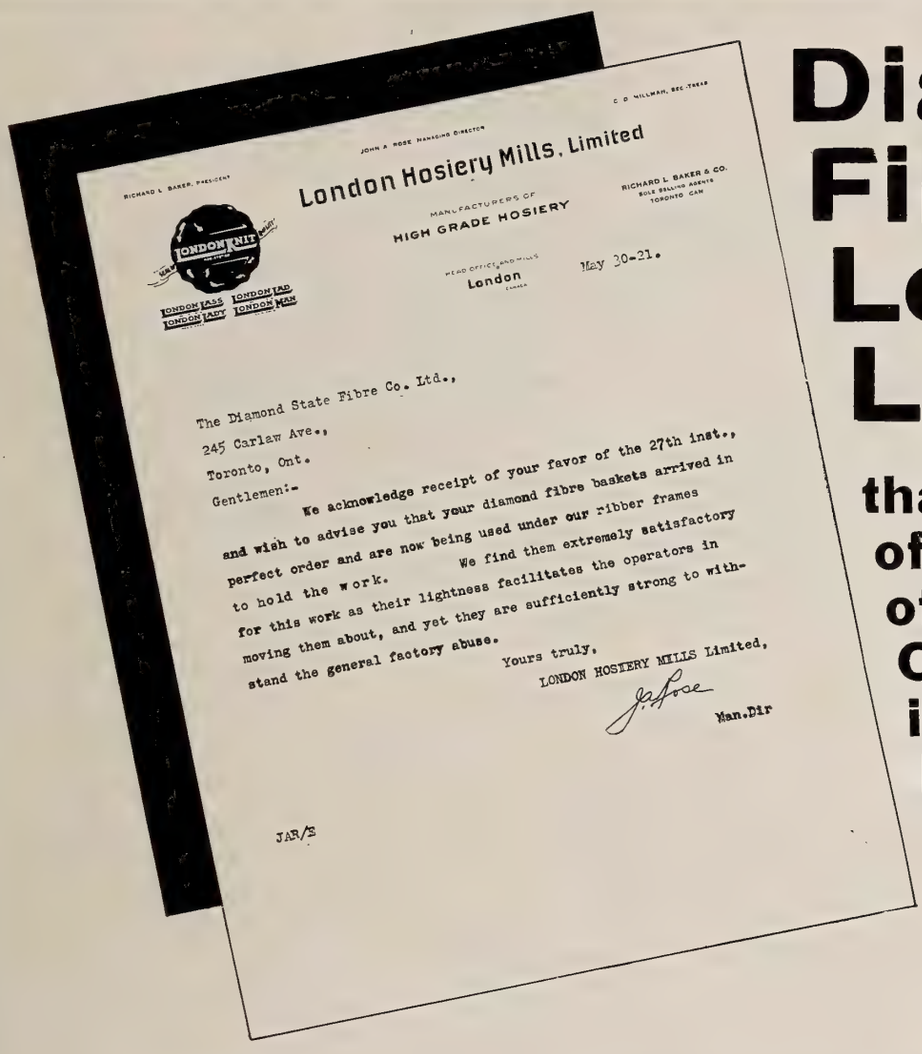
Courtesy of Hart House, Toronto.

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London
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May 30-21.

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245 Carlaw Ave.,
Toronto, Ont.

Gentlemen:-

We acknowledge receipt of your favor of the 27th inst., and wish to advise you that your diamond fibre baskets arrived in perfect order and are now being used under our ribber frames to hold the work. We find them extremely satisfactory for this work as their lightness facilitates the operators in moving them about, and yet they are sufficiently strong to withstand the general factory abuse.

Yours truly,
LONDON HOSIERY MILLS Limited,
J. A. Rose
Man.Dir

JAR/E

Diamond Fibre Lessens Labor—

that's the opinion of this Manager of one of Canada's leading Hosiery Mills

THE letter shown above, voicing the opinion of a practical business man, speaks for itself.

Every saving of unnecessary effort means a saving of time and labor and an increase in profits.

Diamond Fibre will prove just as satisfactory in your manufacturing process as it has in this case.

We make a full line of these non-splintering, non-rusting, light and practically indestructible receptacles; trucks, doffing cars, roving cans, waste baskets and innumerable other articles.

Diamond-F

Pulleys
Bushings
Handles
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Waterproof Gears
Receptacles
Gaskets
Pinions
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Novelties

Also supplied in Standard Sheets, Rods and Tubes.

Send for catalog or have our representative call and talk over your production problems with you.

Diamond State Fibre Co. of Canada LIMITED

Head Office and Works: 235 Carlaw Avenue, Toronto

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A strictly Canadian Company with all modern facilities for the design and preparation of steel engraved bank notes, postage and revenue stamps, bonds, stock certificates and other monetary documents.

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As a trade-mark, "Kodak" indicates certain of the products of the Kodak Companies to which it has been applied, as, for instance, Kodak Cameras, Kodak Tripods and Kodak Film Tanks.

As an institution, "Kodak" stands for leadership in photography. To the world at large it is best known for its simplification of photography for the amateur, for its Kodak and Brownie Cameras, for its films and papers. To the professional photographer, it is known for its progressive leadership in the manufacture of everything that is used in the studio. In the cinema world it is known as the producer of the film that made the motion picture possible. To the scientist, it is known for its X-Ray products, now so vital in the mending of men.

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If it isn't an Eastman, it isn't a Kodak

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TORONTO, CANADA

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Montreal Office: 325 Board of Trade Building

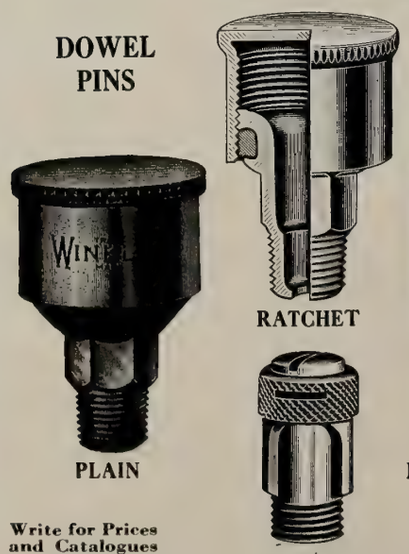
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SMALL STAMPINGS



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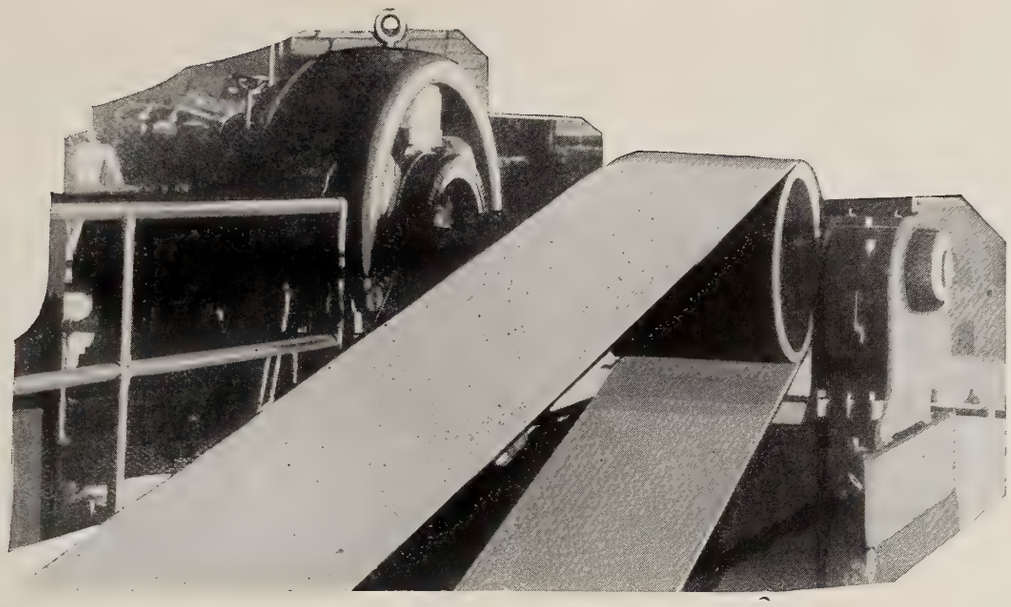
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Dominion Friction Surface Belting meets the diversity of conditions encountered in all industries. The Dominion Rubber System stakes its reputation on the unqualified success of Dominion Friction Surface Belting. Our belting engineers, without cost to you, will study conditions in your plant and submit recommendations for your approval. Phone or wire our nearest Service Branch.

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Montreal	London	Winnipeg	Edmonton	Victoria

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Transmission: "Dominion," "Keewatin," "Para."

Conveyor: "Rockproof," "Canadian," "Hiheat"

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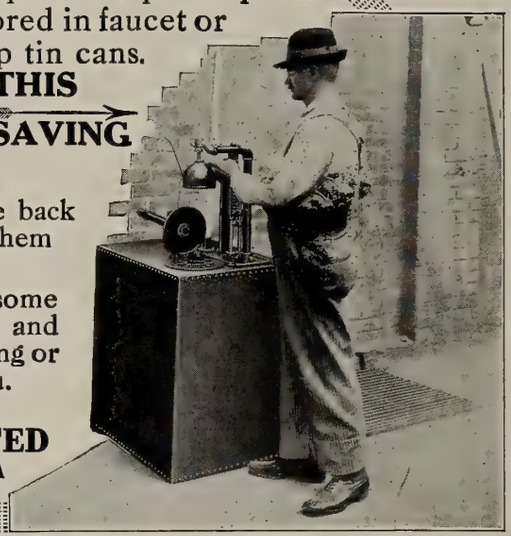
Which is yours?

THIS ← WASTE

and fire hazzard go hand in hand where the oil is slopped around "any old way."

Handling your liquid money (oil) in any old way just because it is oil, or putting it in a safe like the real money it is? On the left is not an exaggerated picture of what daily happens in a power plant where oil is stored in faucet or "jigger" pump tin cans.

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Oil Storage and Distributing Systems

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Send for illustrated descriptive literature—Give us some of the facts—the way and kind of oils you store and handle—whether volatile or non-volatile—lubricating or paint oils—and we will gladly co-operate with you.

Absolutely No Obligation Incurred in Writing

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Should you care to send us your policies for analysis, we shall be pleased to advise, free of all obligation, if same are in order or what changes, if any, are necessary.

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THE PERFECT CAST IRON PIPE

Here Are The Facts:

Made by the De Lavard Centrifugal process which guarantees a pipe—Non-Corrosive

Free from flaws common to ordinary cast iron

Of equal density throughout

Of great resistance to stress and shock

Of unequalled durability for underground service

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Locomotive, Tender, Passenger and Freight Car Springs,
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Springs of all kinds from the smallest to the largest.

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That Strong Rigid Sash Easy to Erect

That is the way in which builders have learned to distinguish **Boca** Solid Steel Sash.

With its immovable lock joint (Boca Patent) it is built to have the greatest wind resistance, and as a result is the strongest and most rigid sash on the market.

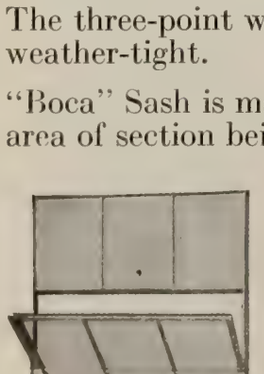
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The three-point weathering ventilator is an exclusive feature—completely weather-tight.

"Boca" Sash is made without waste—the maximum of material is used, area of section being retained.

Write for estimates, etc.



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Steel Lockers, Steel Cabinets, Steel Shelving, Steel Lavatory Compartments, Etc., Ornamental Iron and Bronze, Commercial Wirework of all kinds, General Builders' Ironwork.

Protect and Beautify Your Property



Frost Angle Steel Picket Fence

is massive and dignified in appearance. It sets off your house and grounds to good advantage and insures protection. It is very reasonable in price and should be good for 50 years or more.

City Homes, Country Estates, Parks, Libraries Church Yards, Cemeteries and Schools

take on added charm and beauty when surrounded by this Permanent Angle Steel Picket Fence.

Made from 3 ft. to 6 ft. high.

Phone, wire or write

Frost Steel and Wire Co., Limited

Hamilton, Ontario





Plant of Dominion Paint Works, Ltd.

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Pronounced Dē-grā-kō Paints

Through service records over a long period of years **Degraco Paints** are recognized as a standard signifying highest quality—maximum durability—lowest ultimate cost.

When you buy paint keep **Degraco Paints** in mind.

Superior Graphite Paint
For positive protection of structural steel and all metal surfaces. Prevents rust.

Degraco-Tone
An oil paint in flat finish for plaster walls, woodwork, wallboard, concrete, etc.

Degraco Concrete Coatings
For concrete, brick and masonry surfaces. Concrete Floor Paint.

Degraco Enamels
Machinery and Pipe Enamels. Finishes for all types of machinery and equipment.

Sta-White
Pure white, light-reflecting oil paint for plant interiors, power houses, storerooms, offices, etc.

Degraco Colors
High quality paints for houses and industrial use, interior and exterior.

Degraco Damp-proof Paints
For damp-proofing and protecting surfaces exposed to water and moisture.

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Heat resisting formula for protection of stacks and other hot surfaces.

There is a Degraco Paint for every purpose

You are safe if you buy paint under the **Degraco** label. It is your assurance of satisfaction and true economy. We shall be glad to make recommendations covering your requirements.

DOMINION PAINT WORKS, LIMITED

Makers of Degraco Paints, Varnishes, Enamels

WALKERVILLE - - - - CANADA

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Sta-White— *a pure white, light-reflecting oil paint for industrial interiors. It stays white. The mill white you can rely upon.*



Superior Graphite Paint—*a protective coating for structural steel, bridges, metal roofs, stacks and all metal surfaces.*



Degraco Paints, Varnishes and Enamels *are made in all colours for interiors and exteriors, for every service requirement.*



Degraco Brick and Concrete Paints—*for interiors and exteriors. Concrete Walls, Floor Paint, Floor Hardener, Damp-proofing.*



Degraco-Tone—*an oil paint in flat finish for interior use on plaster walls, woodwork, wall board, concrete, tile, metal ceilings.*

DEGRACO

Paints - Varnishes - Enamels



Service to Canadian Industry

Through our new office in Montreal we can be of service in the design and construction of building projects and in the making of engineering studies, reports and appraisals.

Our broad experience is indicated by our engineering and construction work for the following clients among many others:

Aetna Explosives Co.
Alberta Home Builders
American Brass Co.
American Cyanamid Co.
American Rolling Mill Co.
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With Which is Consolidated
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Wheels and Abrasives
Made in Canada



A Fair Trial

is all we request of users of Grinding Wheels to prove that

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are equal in quality to the Best Imported Abrasive Wheels.

Canadians have begun to realize the importance of buying products at home. The value of the Canadian Dollar abroad depends upon it. If you are a user of Grinding Wheels you should follow Canadian-made Grinding Wheels exclusively. You may be doubtful of the quality from experience—but have you tried DOMINION Wheels? Dominion Wheels are proving by actual test that they are equal to any foreign-made wheel on the market.

We don't want to sell you Dominion Wheels merely because they are made in Canada. All we request you to do is to buy them on a **Quality** basis. Test them against the wheels you are now using.

Dominion Abrasive Wheel Company, Limited

MIMICO, ONTARIO, CANADA

JONES "A-C" STOKERS

It's the Cost of Stoker *Service* that Counts---

There is just one sound reason for installing mechanical stokers—because they pay dividends: are money makers.

But in spite of the fact that stokers are not an item of expense, but a means of saving, a few big power users make the mistake of selecting them on a basis of first cost.

You install stokers to save coal—the stoker that will save the most in proportion to its first cost, will, of course, yield the greatest dividend.

You install stokers to increase plant capacity—the stoker that will carry heaviest overloads endlessly, will best fill this requirement, regardless of its cost. You will find that stoker is the Jones "A-C."

You install stokers to save labor—not alone operating labor, but repair labor as well—the stoker that functions automatically and requires least repairs, is the best investment.

The Jones "A-C" costs no more than other stokers intended for the same service—and it pays a greater dividend in countless ways.

The Jones "A-C" catalog explains how the Jones Stoker pays for itself—then pays dividends.

Write for your copy.

The Under-Feed Stoker Co. of Canada, Ltd.

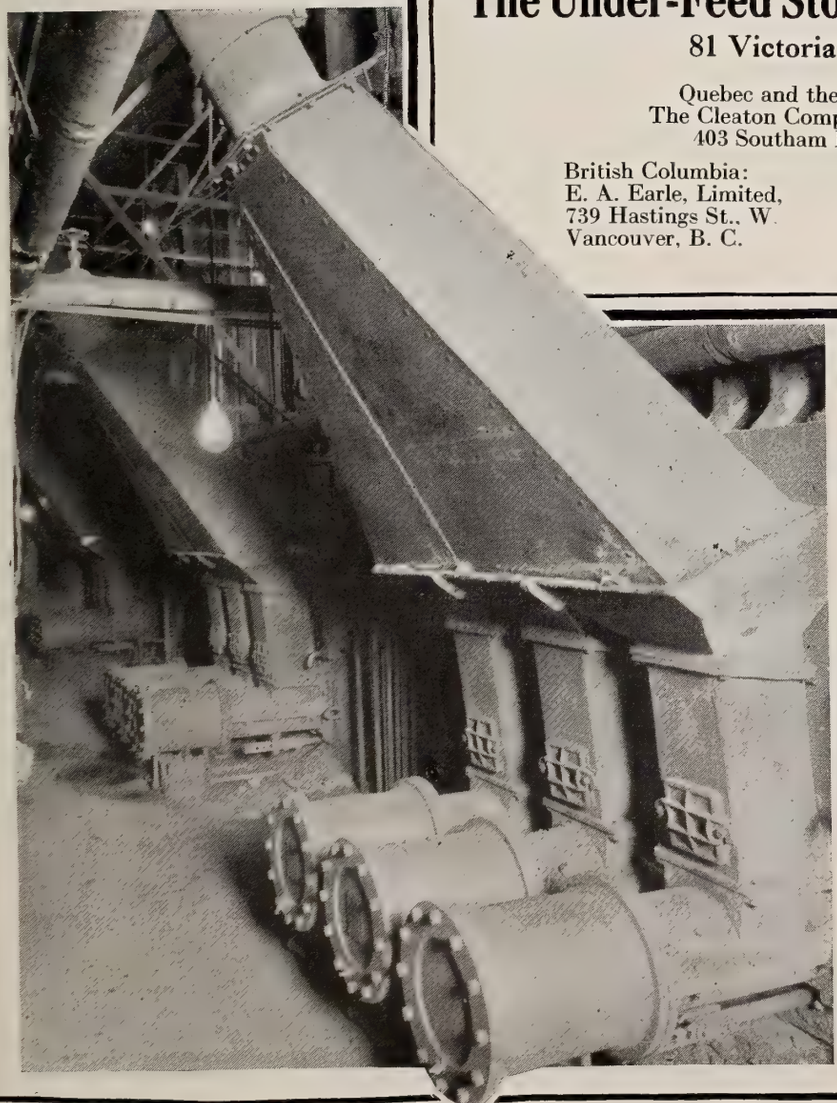
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403 Southam Bldg., Montreal, Que.

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JONES Stokers are made in Canada by Canadians and sold for Canadian money at par. The old-established Jones Under-Feed Stoker Company, Ltd., has recently been reorganized, and the reorganization makes available for Canadian power users, the extensive engineering resources of the Under-Feed Stoker Co. of America.



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They never fail to test up to the required analysis and never disappoint the user.

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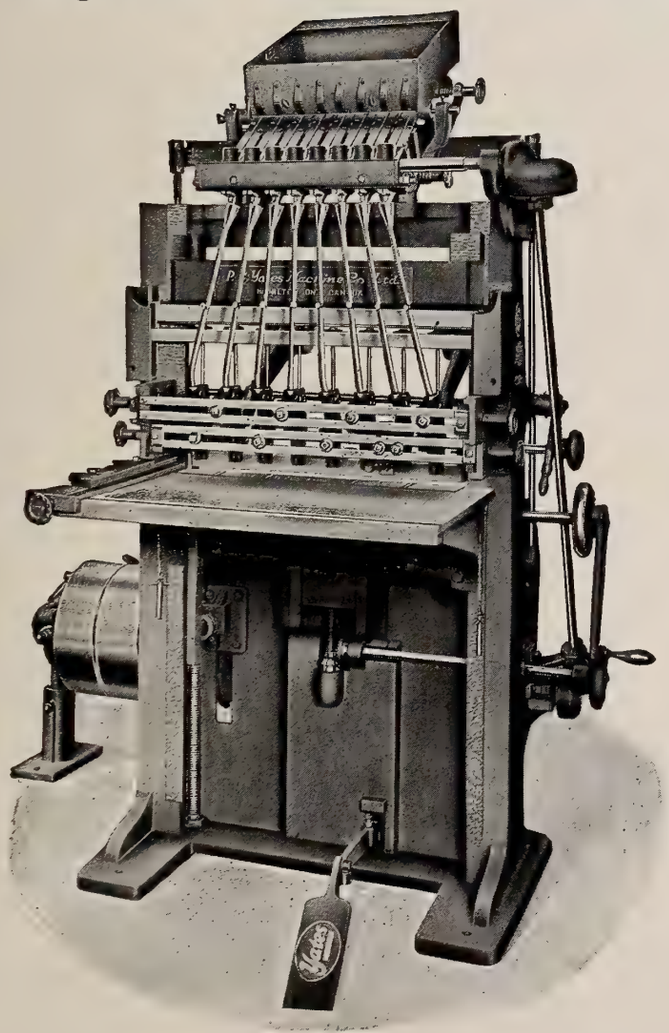
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An Entirely New Product of

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Yates

Open Back Nailing Machines



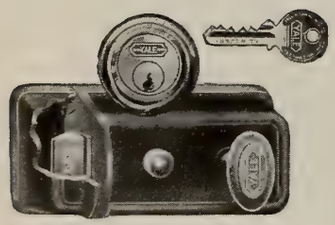
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YOU know the high value of YATES machines, the same high quality and workmanship is maintained in these New Nailing Machines, which are the most up-to-date and latest machines of their type on the market. Built in different sizes. Let us show you these New Nailing Machines, the only machines of their type that are

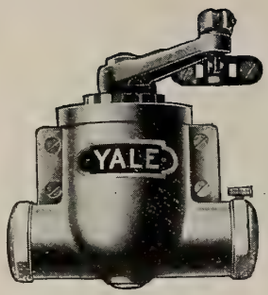
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Yale Cylinder Night Latch



Yale Door Closer





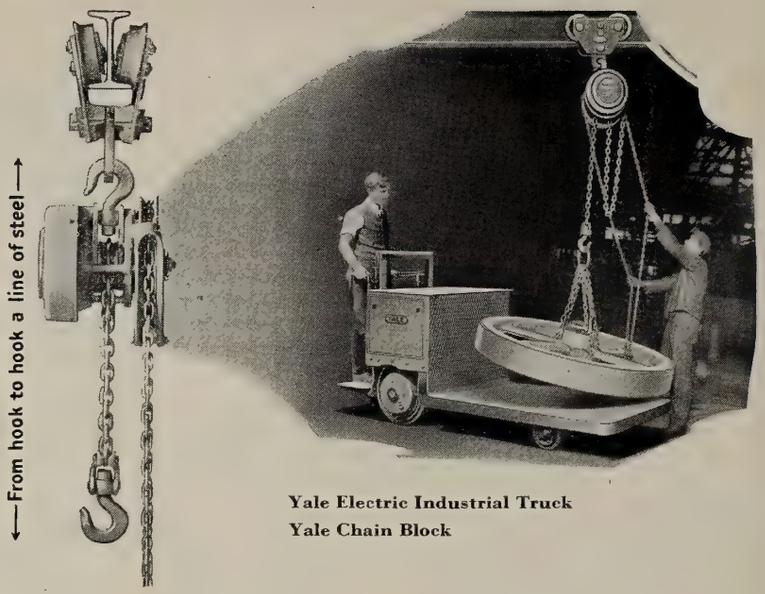
Yale Combination Lock



Yale Builders Hardware



Yale Padlock



Yale Electric Industrial Truck
Yale Chain Block

Make your selection with confidence

Yale marked equipment reflects character.

It stands for quality and service. Wherever you find the Yale trade-mark, there is a product in which design, materials and workmanship have been co-ordinated toward just one end—your absolute approval.

In buying builders' hardware, bank locks or industrial hoisting and conveying equipment you can depend on the Yale trade-mark as security for your investment.

Yale Chain Blocks, Trolley Systems and Electric Industrial Trucks effect very substantial time and labor economies. Some one or more of the Yale units will be found exactly adapted to the needs of every plant. They are recommended not only because of their mechanical efficiency but because of the lower production costs brought about through their use.

Yale marked builders' hardware gives the finishing touch to home or business structure—regardless of size or appointments. It is artistic—and it is designed for utility. Whether padlock, night latch, door closer, or the more elaborate period hardware, there's a definite reason for its existance.

Yale bank locks insure the utmost protection to the banking institution and its clients. You will find in Yale combination locks, Yale triple time locks and Yale safe deposit locks just the elements of safety and quality most to be desired. Yale bank locks are a real business asset.

Look for the Yale trade-mark. Ask to be shown the Yale line, and make your selection with confidence.

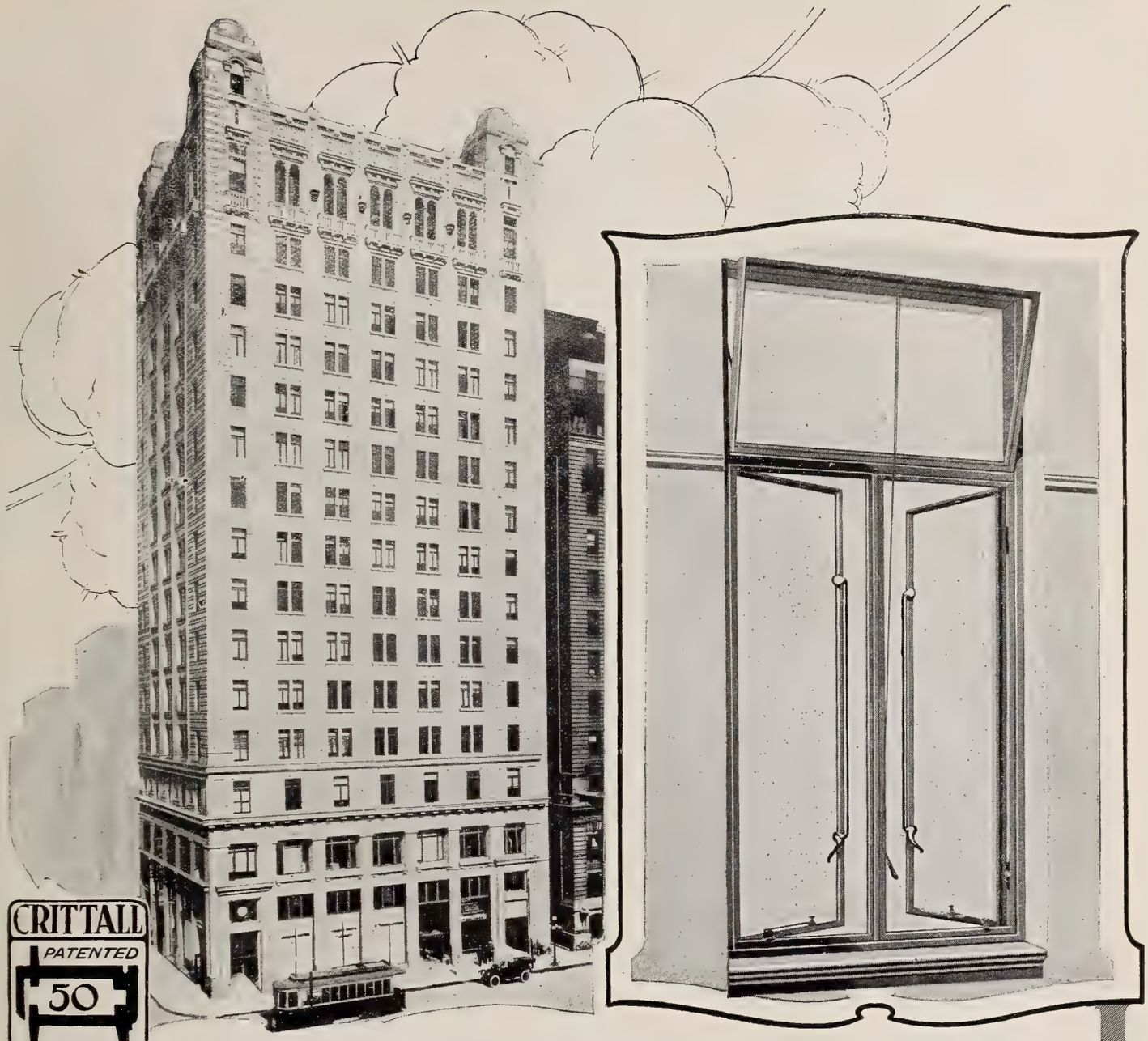


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Canadian Yale & Towne Limited

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Bank Locks Hoisting and Conveying Systems Builders' Hardware



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Crittall Universal Casements receive the preference over all other systems of metal window construction, because of their simplicity and adaptability to every style of architecture. Their convenience—low cost of upkeep and endurance make them the only practical type of sash to use on the better class of building construction.

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We will gladly show you photos and give you descriptions of various types of buildings in which Crittall Universal Casements are giving absolute satisfaction.

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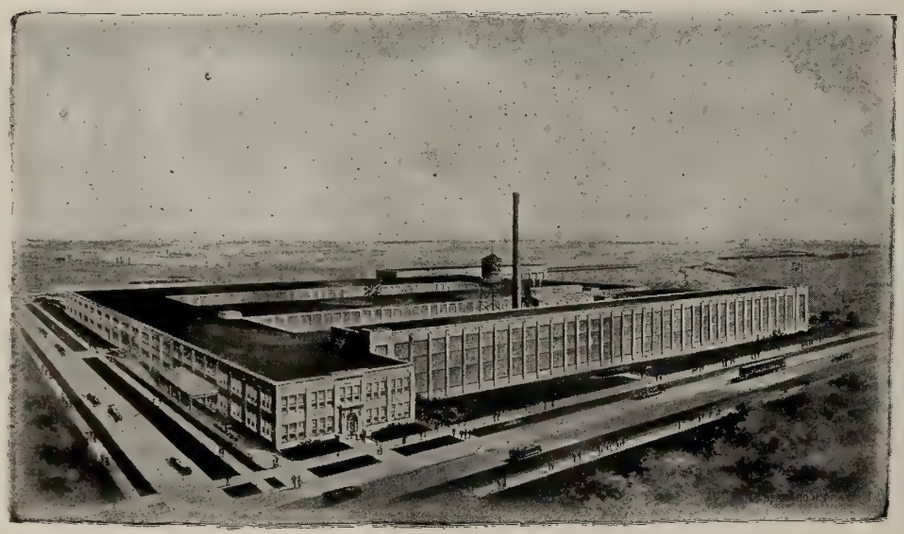
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New Plant Of The

Pedlar People Limited

Oshawa, Ontario



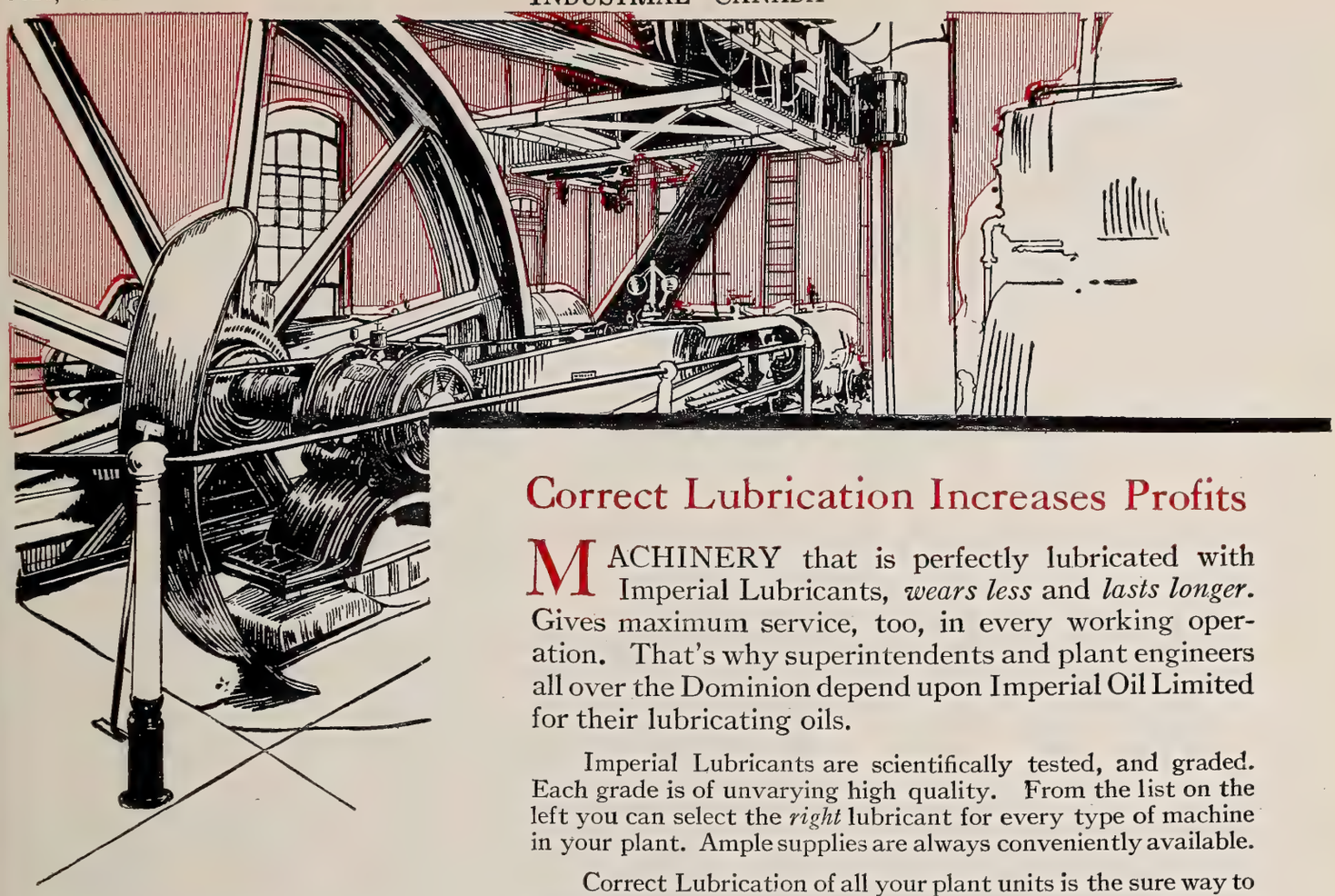
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Concerning Steel Stampings

The manufacture of auto body stampings is probably the most difficult problem in the stamping business. The fact, therefore, that we have achieved an outstanding success in auto body stampings gives a true indication of our fitness to handle **your** stamping problem, whatever it may be. We can say, without the least exaggeration that our steel stampling mill is without a superior on the continent, in equipment and personnel. If you need any steel stampings in your business, let us have the privilege of quoting on them.

Metal Roofing
Metal Siding
Metal Ceilings
Metal Walls
Metal Culverts
Skylights
Ventilators
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Etc.

Your Inquiry Will Be Welcomed



Correct Lubrication Increases Profits

MACHINERY that is perfectly lubricated with Imperial Lubricants, *wears less* and *lasts longer.* Gives maximum service, too, in every working operation. That's why superintendents and plant engineers all over the Dominion depend upon Imperial Oil Limited for their lubricating oils.

Imperial Lubricants are scientifically tested, and graded. Each grade is of unvarying high quality. From the list on the left you can select the *right* lubricant for every type of machine in your plant. Ample supplies are always conveniently available.

Correct Lubrication of all your plant units is the sure way to avoid rapid depreciation, costly shutdowns and repairs. Correct Lubrication reduces even the cost of lubricating your plant.

The regular use of Imperial Lubricants guarantees power-saving economy, increased efficiency and more profitable plant operation.

If in doubt about your present lubricating practice, Imperial Lubrication Engineers will be glad to advise you. Write to 56 Church St., Toronto.

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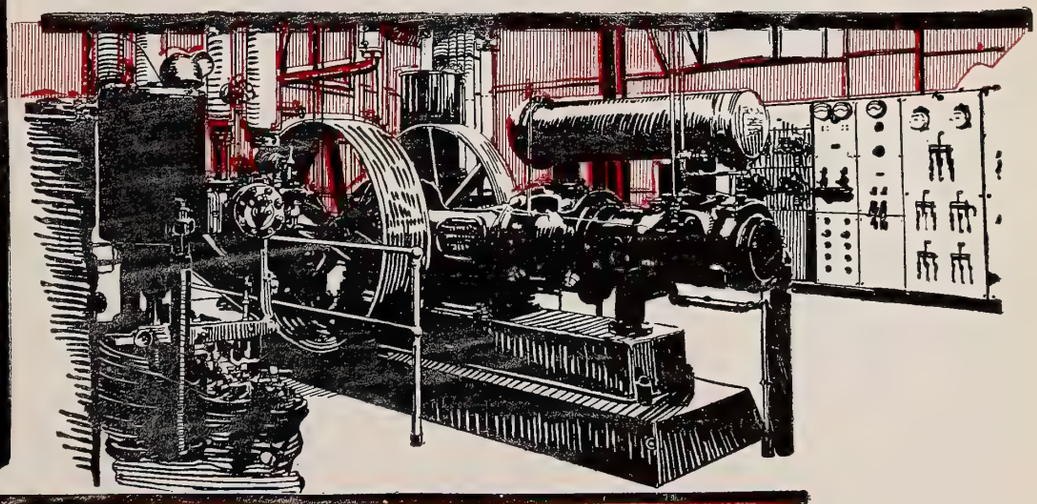
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Five Canadian Refineries — Branches In All Cities

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FACTORIES FOR SERVICE

HALIFAX, THREE RIVERS, MONTREAL, TORONTO,
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OPERATED IN CONJUNCTION WITH A CONTINENT WIDE NET-WORK OF DISTRIBUTION STATIONS



"LIQUID AIR" OXYGEN
MEANS A SAVING IN TRANSPORTATION

With a network of Factories, not only planned but in actual operation, and a number of Distribution Stations situated at all large centres all over Canada, purchasers of Oxygen can obtain their supplies at a point very near to the point of consumption. This completely obviates heavy freight charges on cylinders, and assures an immediate supply at any time within a few hours, and even minutes, after the orders are placed.

All cylinders conform to the specifications of the Canadian Railroad Board and are made to ensure safety without unnecessary weight. When purchasing "Liquid Air" Oxygen, you not only save on freight, but in very many cases this expense is almost eliminated.



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Illuminating Glassware for Every Purpose

Our line comprises over 3000 designs, sizes and decorations

There is no glass for lighting requirements that we cannot supply

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JEFFERSON GLASS COMPANY, Limited

FOR ANYTHING

USED IN THE

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REPAIRING OF SHOES

WE HAVE THE

MACHINERY AND SUPPLIES

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YOUR GUARANTEE OF QUALITY

United Shoe Machinery Co. of Canada, Ltd.

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MILLERS OF CANADIAN HARD WESTERN WHEAT FLOUR FOR DOMESTIC AND FOREIGN MARKETS

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Made in Hamilton, Ontario

In a most modern equipped Grinding Wheel Plant

NORTON ALUNDUM WHEELS FOR

Grinding all Tools Hardened Tool Steel High Speed Steel
Stellite, etc.
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Wheels for all common operations where grinding is performed can be supplied at once from stock.

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Electric Furnace Plants Agents HAMILTON, CANADA

Buy Chain by the Pound of *Strength* and *Service*

Two chains may be identical in appearance, yet one is ten per cent. heavier and thirty per cent. stronger than the other. Mere inspection can tell little; the use of a scale and a few simple tests will reveal marked differences.

Subject our chains to the most thorough comparative tests and you will find substantiation of our claim that we give you more pounds of service and units of durability than any other maker. And what is more important, forty years of experience as chain makers have taught us how to maintain the high standards.

We have chains for every type of transmission, elevator or conveyor, and have engineers to assist you in making proper selections.

This Trade Mark identifies genuine Link-Belt Chains

Write for catalog containing prices and full particulars.



CANADIAN LINK-BELT CO.
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IF YOU HAVE A HAULING PROBLEM——
FOUR WHEEL DRIVE

FWD MOTOR TRUCKS

DESERVE YOUR CAREFUL CONSIDERATION

They are now operated in Canada with great success in almost every line of hauling. They effect great savings in operation by giving greater mileage on gasoline and tires. This is especially important at this time when costs are watched so carefully.

On account of their four wheel drive principle they operate when and where others can not, giving a greater number of working days per year. This combined with the best materials procurable, including steels heat treated in their own factory and with the best engineering skill on the continent, assures a truck of unusual length of service.

A Canadian company has been organized and a factory has been built to manufacture trucks in Canada and for giving real service to users. This company is backed by an organization which has been in business since 1909 and which has unlimited resources to guarantee users continued service.

FOUR WHEEL DRIVE AUTO CO., LTD.

KITCHENER - ONTARIO



Steel Floretyle over Hyrib used in new Victoria Avenue School—Windsor.

Steel Floretyle Construction



A stack of 50 Floretyles, handled on a two-wheeled truck is equivalent in floor construction to 333 terra cotta tiles weighing 10,000 lbs.

This popular type of reinforced concrete construction consists of rows of specially manufactured hollow steel tile covered with a layer of concrete and separated by reinforced concrete joists, making a series of T beams. These deep, narrow joists carry the loads directly to the supports, while the Floretyles act merely as fillers, saving concrete, reducing dead weight, simplifying centering and economizing construction.

The Steel Floretyle are of special design and manufactured under powerful presses operating large multiple dies, which assure absolute accuracy and uniformity.

To secure greatest stiffness in supporting loads and resisting deformation in shape the Floretyles have extra deep stiffening ribs across the top, are deeply corrugated on the side, have special rounded corners and have additional stiffening flanges along the bottom edges.

The Hyrib extends continuously underneath the Floretyle and provides a flat ceiling with a perfect surface for plastering.

The corrugated flange at the lower edge of the Floretyle straddles the ribs of the Hyrib and fits into its mesh.

Secure our estimates, suggestions and pamphlet.

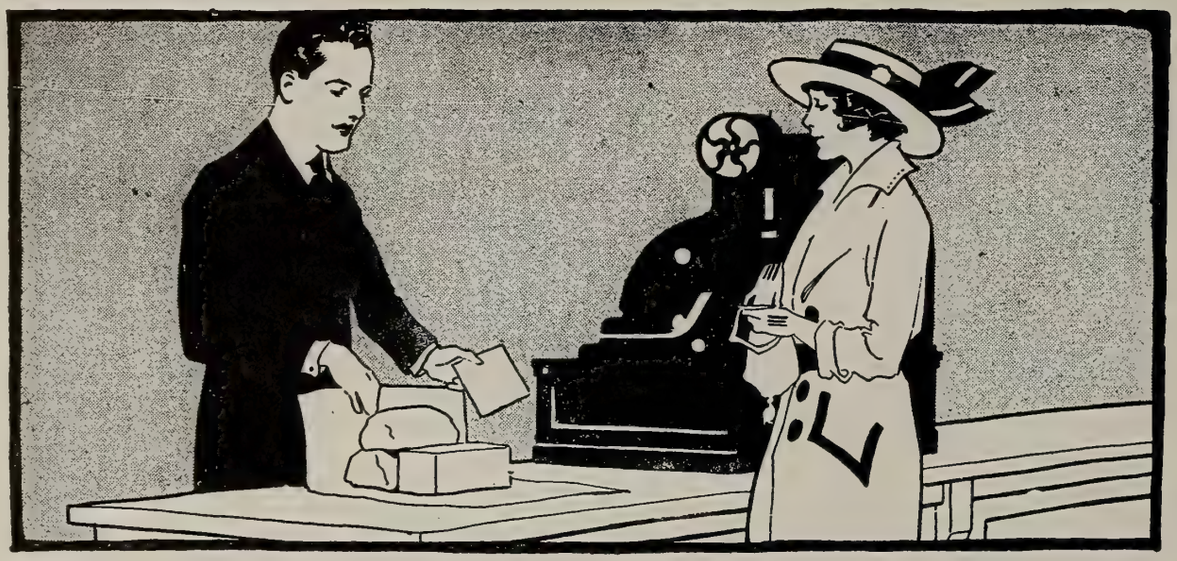
Trussed Concrete Steel Company of Canada, Limited

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Toronto, Montreal, Winnipeg, Calgary, Vancouver

WAREHOUSES
Winnipeg, Toronto, Calgary

Reinforcing Steel - Metal Lath - Steel Windows - Building Specialties



Give a receipt
and get all your money

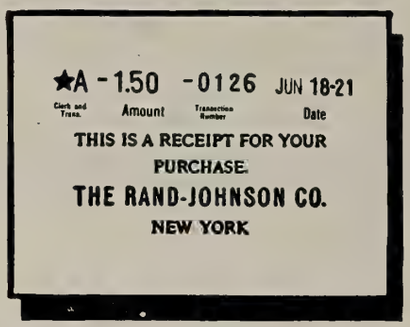
The right way to handle a sale

1. Collect the goods at the wrapping counter beside the register.
2. Tell the customer the price and get the money.
3. Register the sale.
4. Wrap the receipt in the parcel.
5. Give parcel and change to the customer.

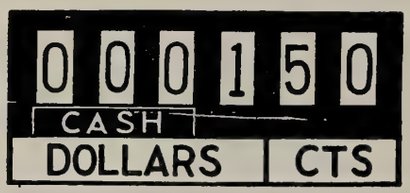
The customer gets quick service.

The clerk gets credit for making the sale.

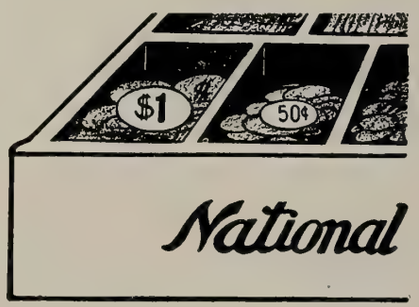
The merchant gets all of his profits.



Wrap this receipt in the parcel



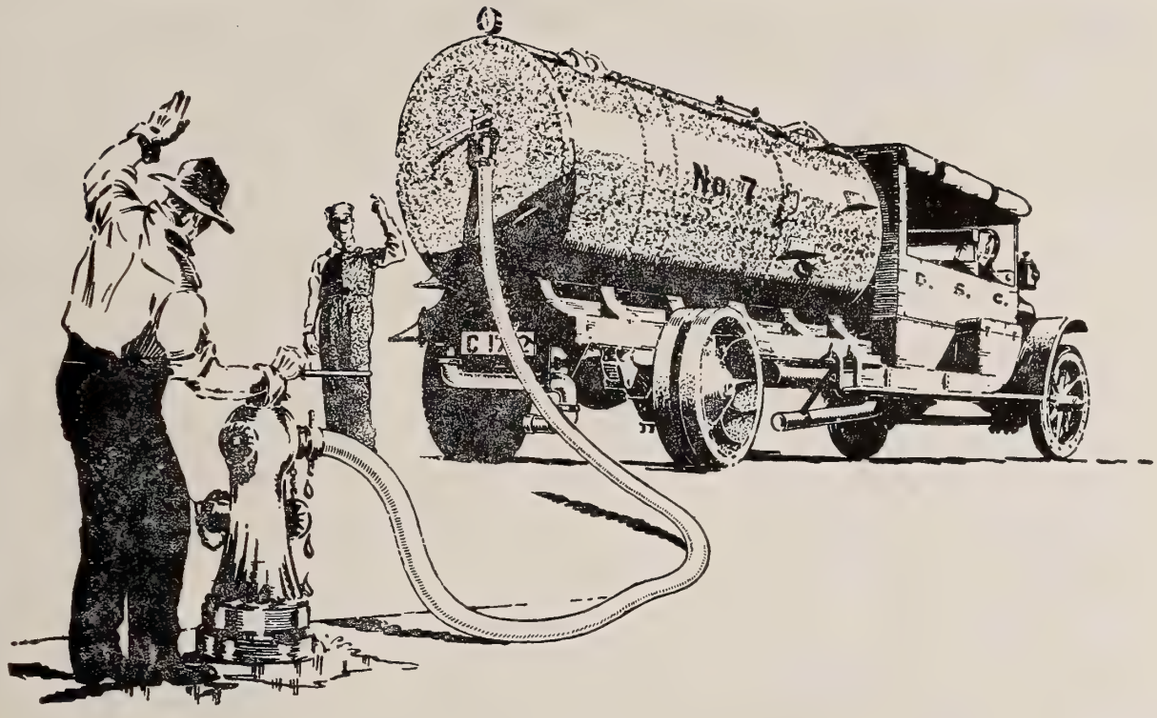
Get this receipt inside the register



And get all your money

We make cash registers for every line of business

NATIONAL
CASH REGISTER CO.
OF CANADA LIMITED



New Standards of Economy Set by Goodyear Industrial Hose

The outside covering on Water Hose, unless tough and sturdy, quickly disintegrates under the constant dragging over sharp objects, particularly in outside construction work. The hose blisters and bursts.

Goodyear has overcome this with a rubber cover of exceptional toughness and strength, a cover which gives longer life—at a correspondingly low cost. The good inner tube and strong fabric are in keeping with this superior cover.

For every industrial use—Water, Air Drill, Pneumatic Tool, Steam, Fire Hose—Goodyear has designed a *special* type of hose, built only after an exhaustive study of modern conditions in industrial work. Goodyear has broken new trails.

If your business is hampered by the excessive cost and unreliability of old-fashioned hose, get the Goodyear data and the Goodyear hose plan. Let a trained Goodyear man advise with you. No obligation on your part. Phone, wire, or write the nearest branch or Goodyear Mechanical Goods Service Station.

The Goodyear Tire & Rubber Co. of Canada, Limited

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MADE IN CANADA

INDUSTRIAL HOSE

ALABASTINE

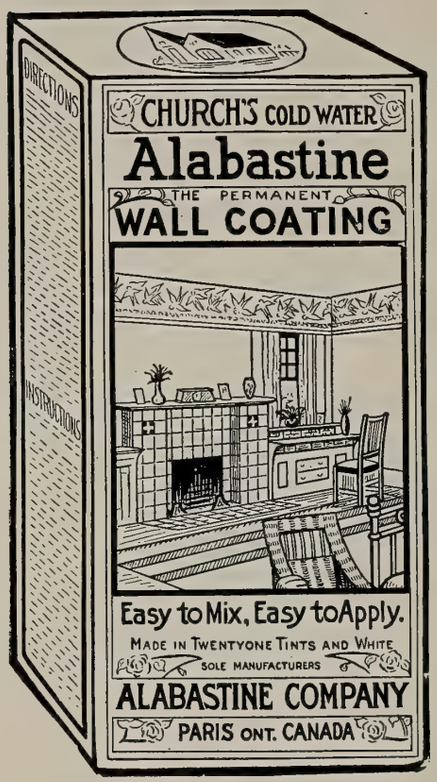
Is economical and practical for factory interiors as well as offices and homes.

Its crystalline nature diffuses sunlight. It is restful to the eyes. Do not use a brilliant glaring white.

Mix in one minute with cold water
Apply with a brush or spray machine

Write for prices. White and 21 Tints.

The Alabastine Co. Paris, Ltd.
PARIS - ONTARIO

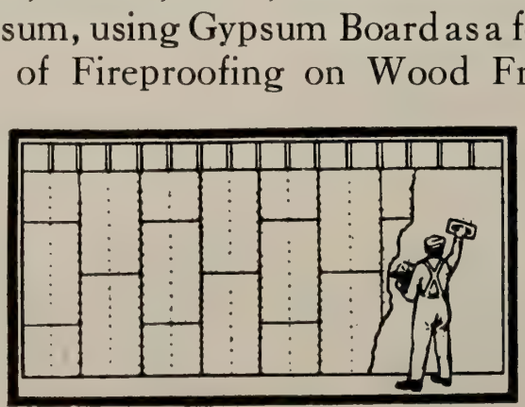


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The only Method of Fireproofing on Wood Frame Construction

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Beautiful



More economical to build than any other type of construction known

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Export Agents—The Alabastine Co. Paris, Ltd., Paris, Canada

You can't help noticing the good qualities of

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Their free cutting qualities, their extreme accuracy and their extraordinary ability to outlive others distinguish them.

The con-eccentric relief—a distinctive P. & W. feature—is the secret of their goodness. One-third of the cutting edge is concentric. The remaining two-thirds has eccentric relief. Taps can be sharpened at the only correct point—on the face of the cutting edge. Sharpening in no way effects their size.

Yes, they cost a little more than some others, but they're well worth the difference. Carried in stock as are all other P. & W. Small Tools at our sales offices and agencies as listed.

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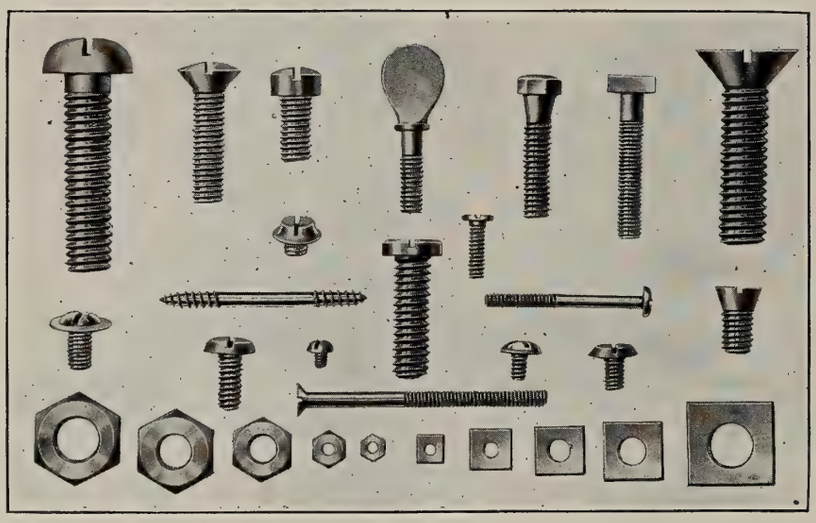


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ALL ELEC-TRICAL SCREWS

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We make these Packing Bags for manufacturers of

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and many other miscellaneous articles.

Also standard bags for Caskets, Blankets, Pianos, Automobiles, Brooms, etc.

Our bags afford the cheapest and best protection against dirt, dust and moisture damage to your product while in transit or in your warehouse awaiting shipment.

Why not investigate this system and give us an opportunity to demonstrate the merits of our proposition?

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KENNEDY CAR LINERS for preventing leakage of grain in transit. Also protect bulk and package shipments. Shippers of grain, food stuffs, sand, cement, phosphate, will find these liners an advantage in their shipments. Further information and details upon request.

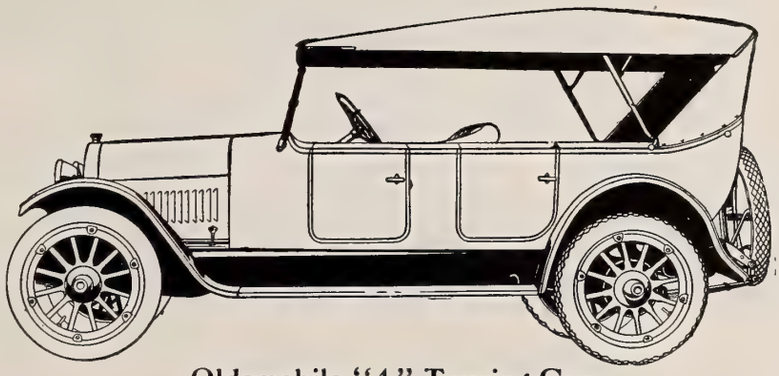
Kennedy BAG MADE AT WOODSTOCK ONT

Oldsmobile

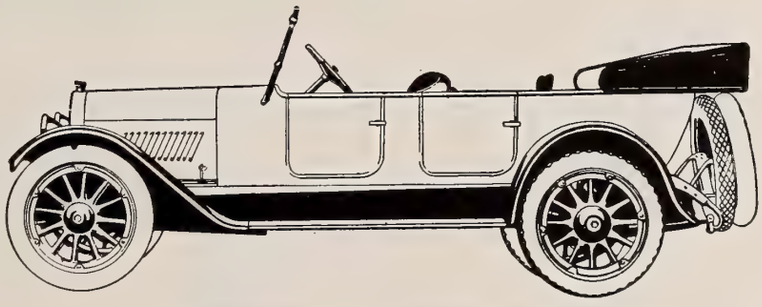
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CARS AND TRUCKS

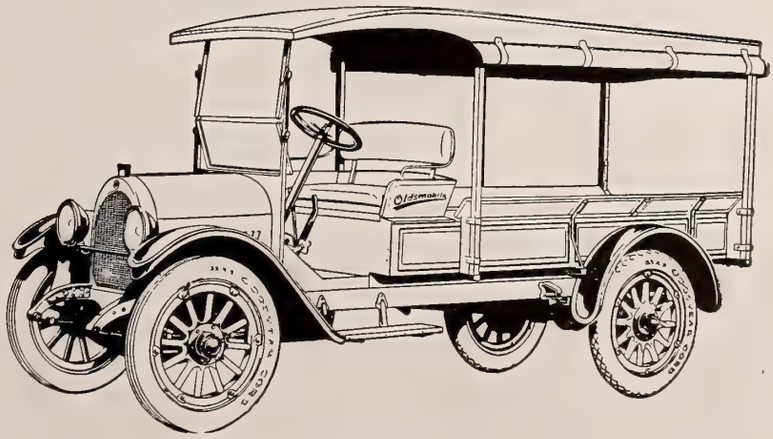
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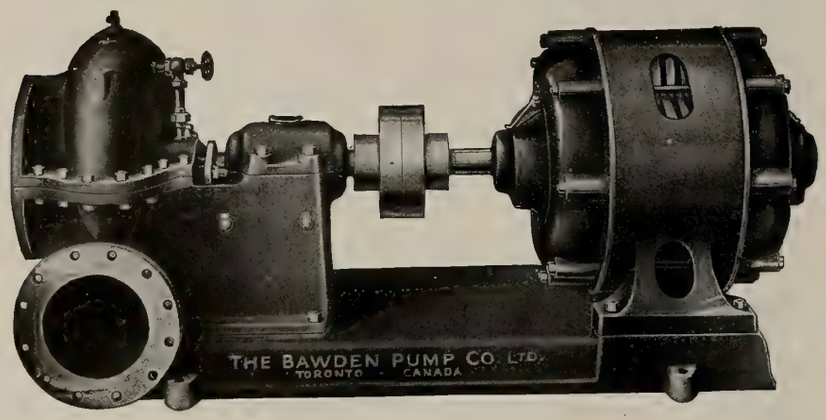
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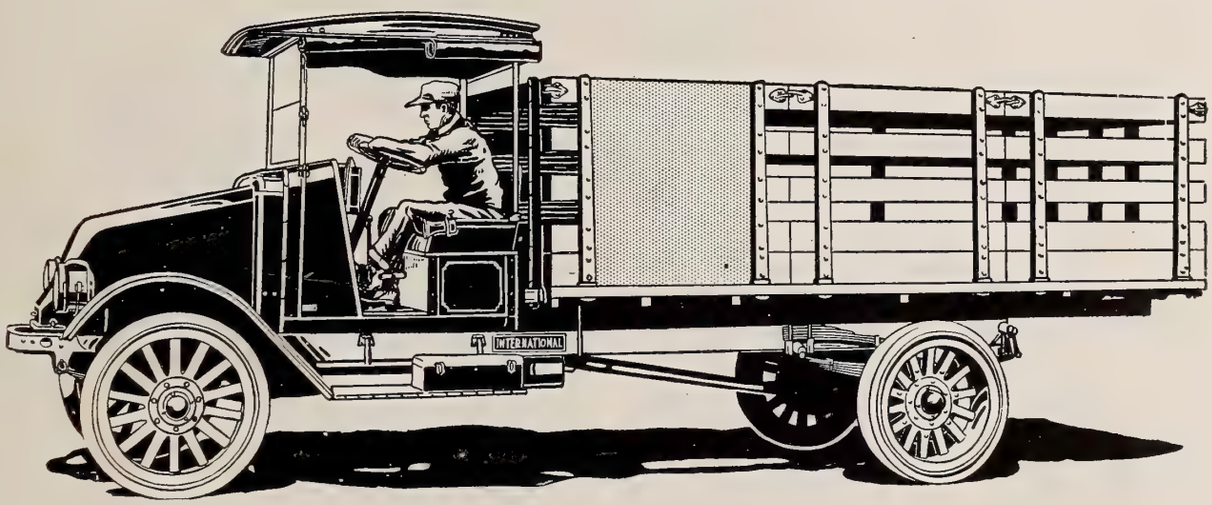
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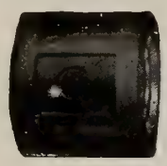
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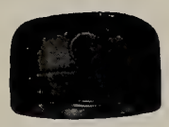
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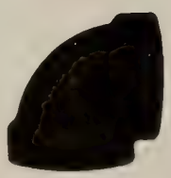
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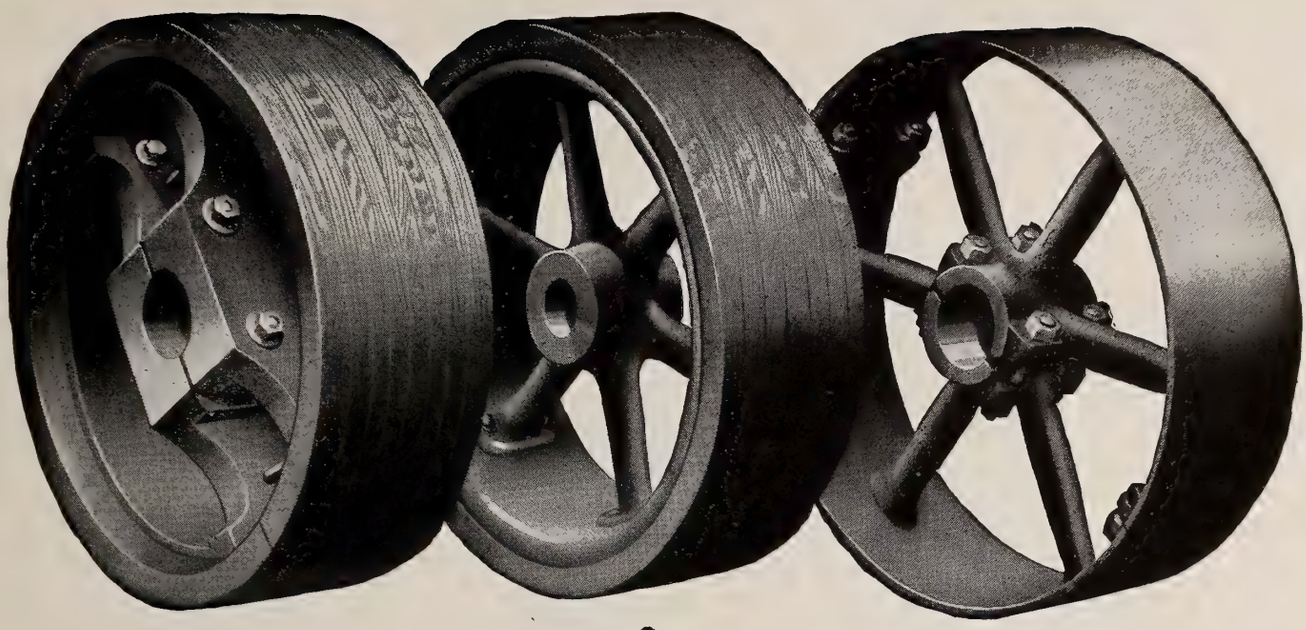
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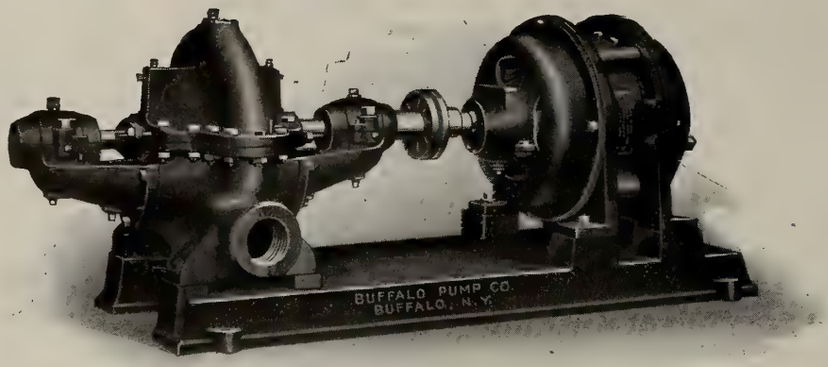


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Efficient Service

"Canadian" class "S" double suction impeller single stage centrifugal pumps embody all the latest and best features of centrifugal pump design. This type of pump is built single stage only with horizontally divided casing and double suction impeller. These pumps are offered for capacities from 15 to 75,000 gallons per minute, and for heads as high as 180 ft. They are especially designed for direct connection to motors and steam turbines, and can also be furnished for pulley drive. Can be built for right and left hand rotation.

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Every pump is tested for actual operating conditions before leaving factory.

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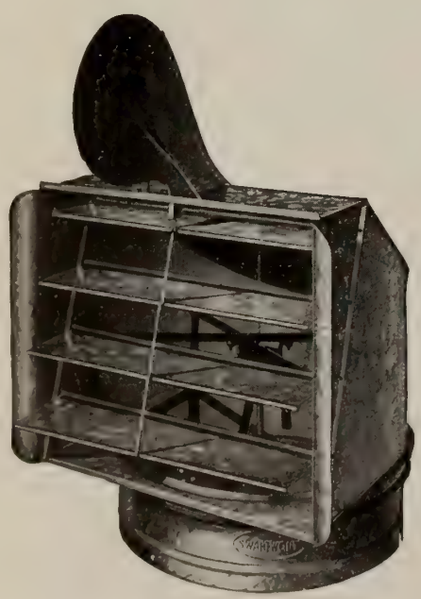
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Sold to a Prominent Paper Coy. in Quebec
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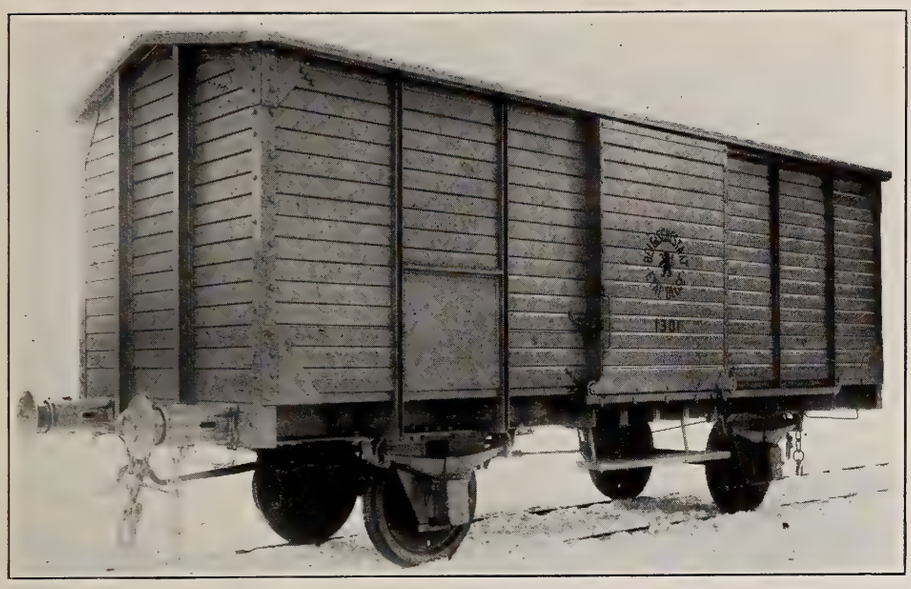
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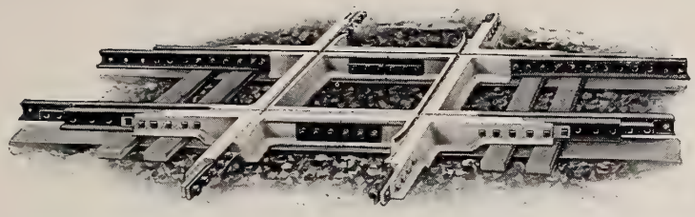
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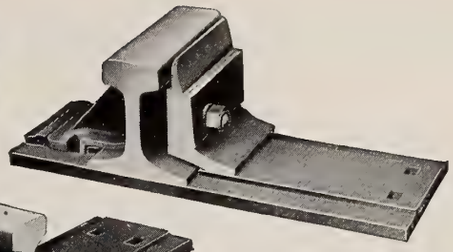
Your enquiries will receive prompt attention, and
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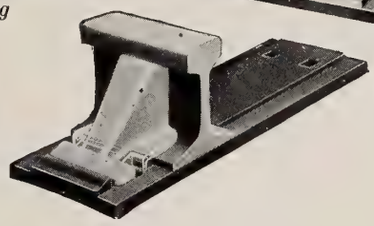
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Ramapo Wedge Adjustment Guard Rail Clamp

Ramapo Products



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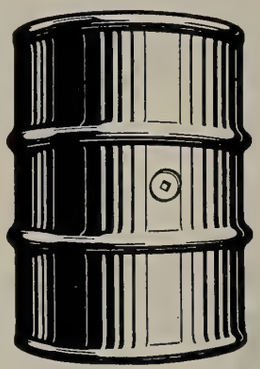
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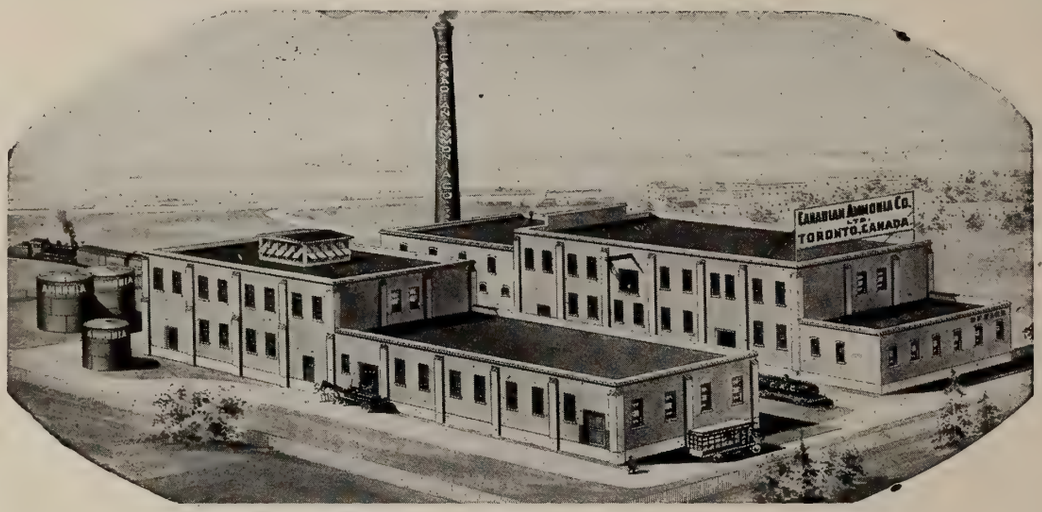
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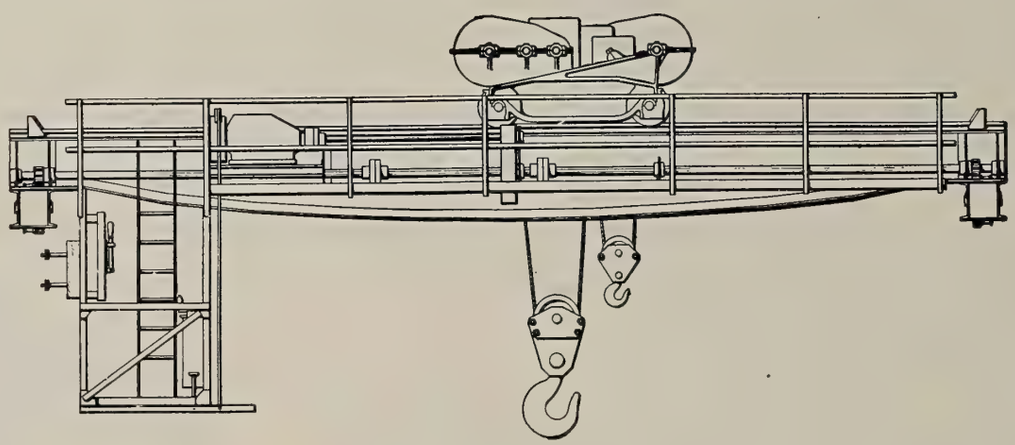
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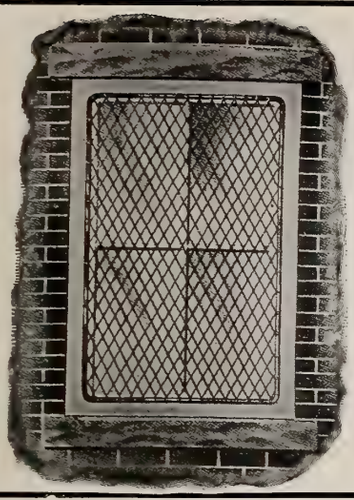
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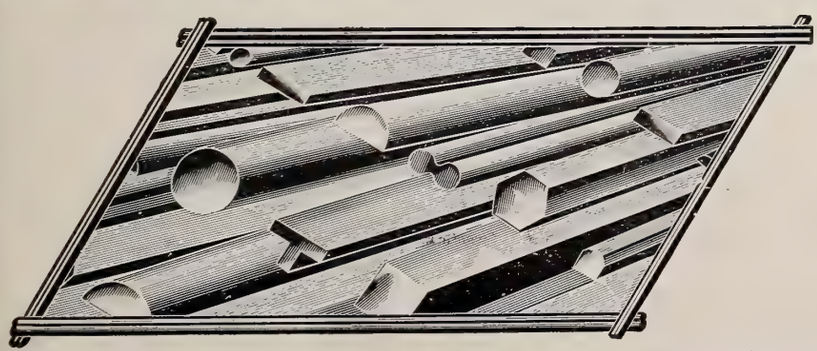
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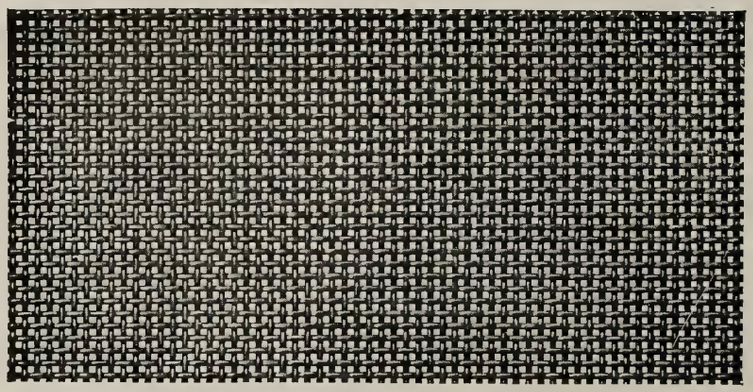
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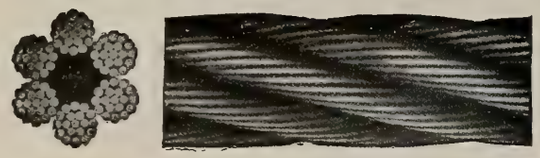
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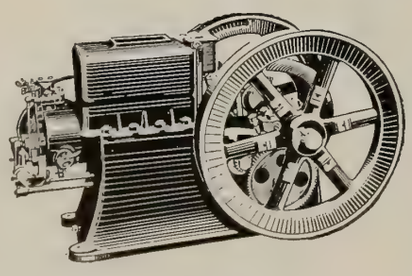


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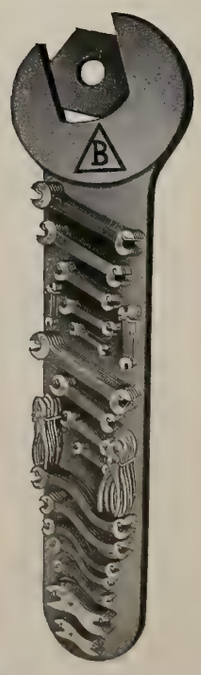
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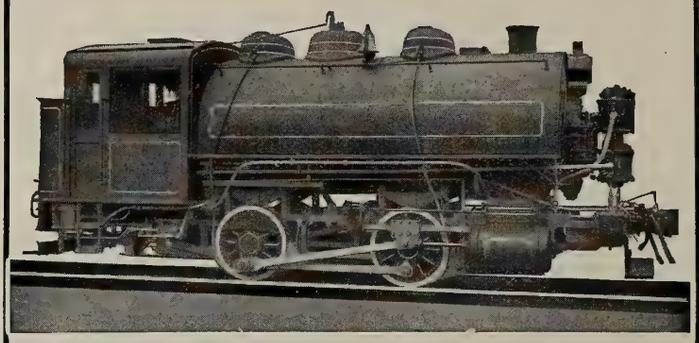
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Write us your requirements.

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HAMILTON. CANADA.

What do you get when you order Premier Made-in-Canada Sheets ?

1st —Unequalled quality
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Our camera men cover the Dominion and will undertake film work of every nature.

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OF EVERY DESCRIPTION

MALLEABLE CASTINGS

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GREY IRON

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Do You Know

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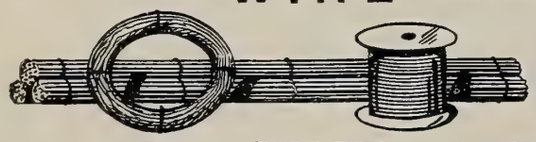
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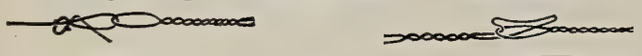
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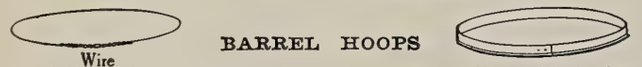
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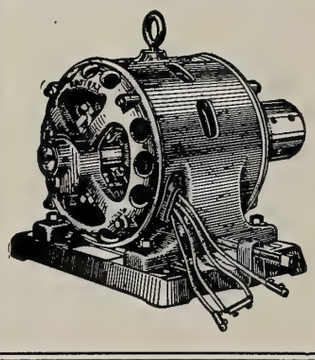
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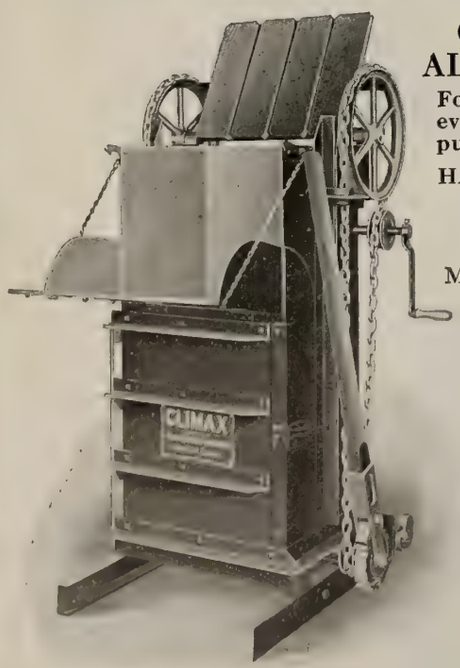
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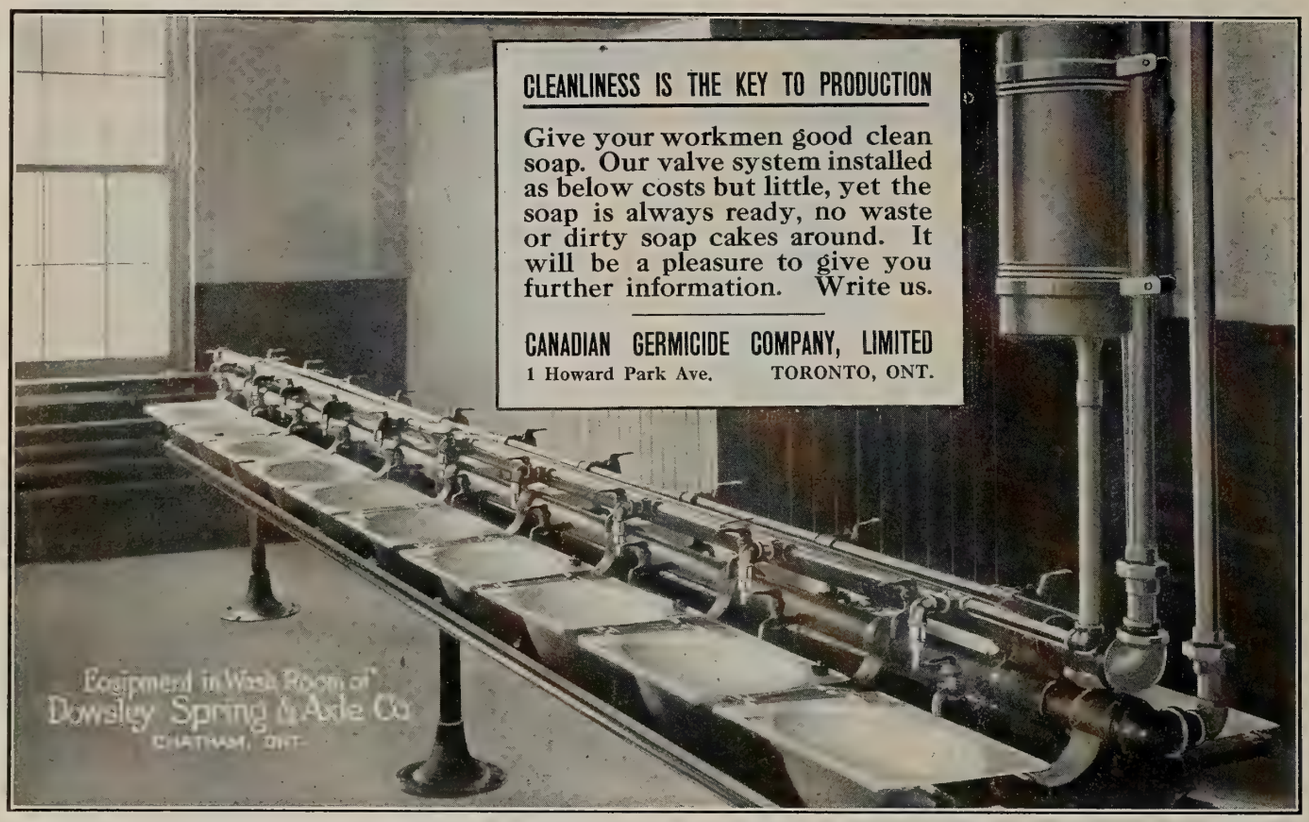
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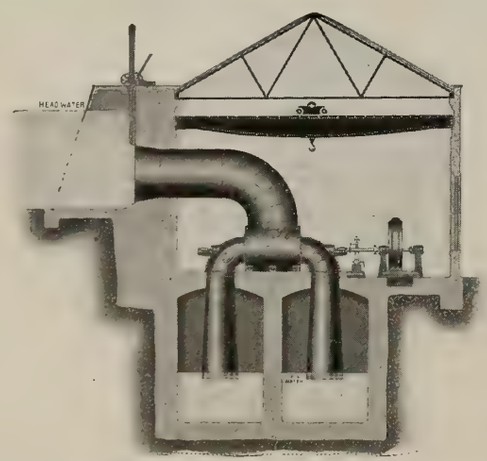
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A Message to Canadians

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A DUTY falls on manufacturers to produce articles of a quality and price that will compare favorably with foreign makes, and on our agricultural interests to increase production.

THE ROYAL BANK OF CANADA

Total Resources $550,000,000

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The Canadian Bank of Commerce

Capital Paid up $15,000,000
Reserve Fund $15,000,000

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Whether you are engaged in agricultural, manufacturing, industrial or merchandising pursuits, your prosperity depends primarily upon the judicious handling of finances.

This bank offers you a constructive stabilizing service, coupled with competent advice, and is willing to foster enlargement on safe lines.

Make a banking connection conducive to sound growth. Consult our local manager.

IMPERIAL BANK
· OF CANADA ·

Capital Paid Up $7,000,000 Reserve Fund $7,500,000
HEAD OFFICE - TORONTO

THE MERCHANTS BANK OF CANADA

Head Office, MONTREAL Established 1864

Paid-Up Capital	$ 10,500,000
Reserve Fund	9,743,375
Total Deposits (April 30th 1921) over	154,911,487
Total Assets (April 30th, 1921) over	190,367,409

President ..... Sir H. Montagu Allan, C.V.O.
Vice-President ..... F. Howard Wilson
General Manager ..... D. C. Macarow
Supt. of Branches and Chief Inspector ..... T. E. Merrett
General Supervisor, ... W. A. Meldrum

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The markets of the world are inviting Canadian trade. Opportunities for foreign trade expansion were never so favourable, and The Merchants Bank can be of immeasurable value to those seeking business abroad. Our Foreign Department has first-class information on the market conditions of all importing and exporting nations which is always available.

399 branches in Canada extending from the Atlantic to the Pacific, of which 149 are in Ontario, 47 in Quebec and 180 in Western Canada.

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BETWEEN the wheat on our prairies and the daily bread of the people of this country and of distant lands runs a long chain of operations, each link of which is strengthened by banking services.



For 55 years this Bank has been privileged to furnish a substantial part of the financial energy necessary in the growth, transportation and marketing of Canada's vast crops.

UNION BANK OF CANADA

BANK OF HAMILTON

HEAD OFFICE: HAMILTON

Established 1872

Capital Paid Up (Feb. 28th, 1921) $4,998,220 **Reserve Fund (Feb. 28th, 1921) $4,849,110**



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Cyrus A. Birge, Vice-President

H. S. Ambrose	C. C. Dalton	Robt, Hobson
W. E. Phin	I. Pitblado, K. C.	W. P. Riley
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Detroit—First and Old Detroit National Bank
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THE DOMINION BANK

Established 1871 **Head Office, Toronto**

SIR EDMUND B. OSLER, President
A. W. AUSTIN, SIR AUGUSTUS M. NANTON } Vice-Presidents

Capital Paid Up	**$ 6,000,000**
Reserve Fund and Undivided Profits	**7,500,000**
Total Assets, December 31st., 1920	**139,000,000**

This Bank is affiliated with the British Overseas Bank, Limited, and has excellent facilities for transacting foreign business of every description.

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London, England, Branch, 73 Cornhill, E.C. 3 - - S. L. JONES, Manager
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CORRESPONDENCE INVITED

CLARENCE A. BOGERT, General Manager
W. K. PEARCE, F. L. PATTON } Assistant General Managers

Fifty-Eighth Annual Meeting of The Merchants Bank of Canada

Sir H. Montagu Allan, the President, Draws Attention to the Principal Features of Bank's Progress During Year of Expansion—Bank Now Has 400 Branches and 2,997 Shareholders.

D. C. Macarow, General Manager, States That a Certain Optimism is Not Only Warrantable and Desirable, But Even Essential—Reports Gain of $7,000,000 in Interest Bearing Deposits For Year.

The fifty eighth Annual Meeting of the Shareholders of The Merchants Bank of Canada marked the close of a satisfactory year for the Bank. The annual report indicated that business had been well maintained during the period of readjustment.

Sir H. Montagu Allan, the President, in his address on behalf of the Board of Directors, dealt particularly with the main features of the progress of the Bank during the past year and pointed out that there were now 400 branches. In addition, there was a steady increase in the number of shareholders of the Bank, the total number now being 2,997, as against 2,622 a year ago, an increase during the year of 375.

D. C. Macarow, the General Manager, in a constructive address, took the view that at this stage of Canada's development a certain optimism was not only warrantable and desirable, but, indeed, essential, for it begets that stimulating measure of constructive effort, energy and courage through the application of which the obstacles the country now has to face would in due course be more surely and readily overcome.

Mr. Macarow also referred to the general business of the Bank and pointed out the large measure of assistance which was given to the industries of the country, including support in full measure, to our largest individual source of production and wealth—agriculture. This is reflected by total current loans and discounts of $109,183,000.

At the moment special reports of the Bank indicated that crop conditions throughout the country were at the present exceptionally promising.

President's Address

The President, Sir H. Montagu Allan, in presenting the Annual Report spoke in part:—

The general depression in business which has been felt to a greater or lesser degree in every country in the world for some months past, has effected the business of the Bank to some extent, but we hope the low point of the depression has been passed, and that there will soon be a change for the better. In the meantime, although we do not feel there is any cause for anxiety in regard to the future prosperity of this country, we feel called upon to advise our customers to be very cautious before undertaking new commitments. The coal strike in England, which will no doult result in the loss of a great deal of trade, and the unrest and discontent which seems to prevail in nearly all the countries of Europe, give rise to serious financial problems, which have got to be reckoned with, but no man in this country, who is strong and healthy, can afford to be a pessimist for any length of time. The known and undeveloped resources are sufficient to ensure future prosperity.

Bank Has 400 Branches

During the year we opened 12 new Branches and established 11 sub-Agencies on regular Branch basis. Three Branches were closed, while 12 sub-Agencies were opened and 8 closed. Our total number of Branches is now 400

In order to provide for our growing business in the uptown district of Montreal and to prepare for future requirements, it was deemed advisable to acquire another uptown site on St. Catherine Street, and we have accordingly purchased the northeast corner of St. Catherine and Drummond Streets, a site probably unequalled in point of location. It is the intention to erect thereon a suitable building that will afford every modern banking facility for that busy district.

As mentioned in last year's report, a further issue of $2,100,000 of new stock was made, making the paid-up capital of the Bank $10,500,000 and by the transfer of the premium on the new stock to the Rest Account, the Rest now stands at $9,450,000.

The Shareholders of the Bank now number 2,997, as against 2,622 in 1920, being an increase of 375 during the year.

New Directors Appointed

We have to record with deep regret the loss by death of three of our Directors, two of whom were Vice-Presidents, Mr. K. W. Blackwell, Mr. Andrew J. Dawes, and Mr. Thomas Long. Mr. Blackwell had been a Director and then Vice-President of the Bank for some years, and was a man of very high character and a most lovable disposition. He acted in my place during the four years I was absent while the war lasted, and took an active and intelligent interest in the affairs of the Bank, and his loss was very greatly felt by all of us. Mr. Andrew J. Dawes was appointed Vice-President in his place, and during the few months he occupied that position his good judgment was of great assistance on many occasions, and his death was very deeply regretted. Mr. Thomas Long had been a Director and our Ontario representative for many years. Our business in that Province has shown satisfactory progress, which in no small measure was due to Mr. Long's exertions on our behalf.

The position of Vice-President was filled by the appointment of Mr. F. Howard Wilson, and the vacancies on the Board were filled by the appointment of Mr. John Baillie, Mr. Ross H. McMaster, and Mr. Norman J. Dawes. These gentlemen are all well-known business men of high character and standing in our community, and I am sure their advice and assistance will prove very valuable in the management of the affairs of the Bank.

The General Manager's Address

The General Manager, Mr. D. C. Macarow, in rising to make his annual address, was received with much applause by the Shareholders. He said in part:—

The trend of our interest-bearing deposits has been steadily upwards, an increase in that Department of about $7,000,000 being shown, but this gain has been more than offset by the decline in the total ordinary deposits. A year ago, however, under the heading of Demand Deposits a sum of about $8,000,000 stood to the credit of the Government in connection with Victory Loan payments. This amount, which, of course, was of a purely temporary nature, was withdrawn during the year so that, after making allowance for it, the Total Deposits and Total Assets about held their own, a satisfactory achievement we have no doubt you will agree.

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Crop Outlook Promising

In this latter connection it may be said that the situation in Canada suffered severely by the disappointing out-turn of last year's Western crops. Many of the farmers who suffered crop failure, or partial failure, were facing the adverse condition for the second and even, in numerous cases, the third year in succession, while those who reaped good yields saw their prospective profits largely swept away by the declining value of their products, with the result that "carry-overs" have been many. Advances, however for legitimate agricultural purposes are inherently safe and in all deserving cases our support as it properly should be has been ungrudgingly continued to our large and growing clientele amongst the farming community.

Crop conditions throughout the country are at the present moment exceptionally promising. That this year's actual results may measure up to present expectations is "a consummation devoutly to be wished," for much depends upon it.

If I may say a word as to general conditions it will be one of tempered optimism, having a due comprehension of the many difficulties which require to be met but having, at the same time, a proper appreciation of the actual and potential riches of this country. At this particular stage in our development a certain optimism is, I venture to think, not only warrantable and desirable but, indeed, essential, for it begets that stimulating measure of constructive effort, energy and courage through the practical application of which the obstacles we have to face will, in due course, be the more surely and readily overcome.

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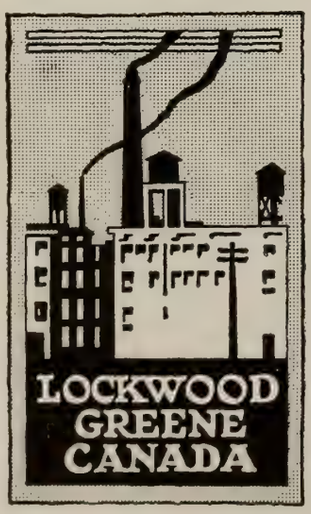
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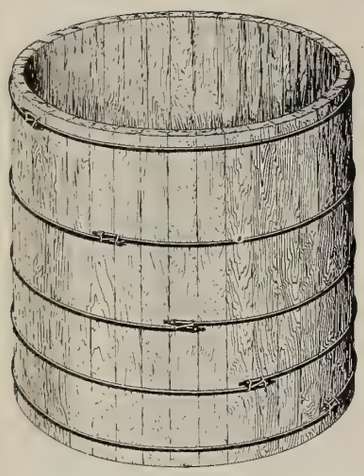
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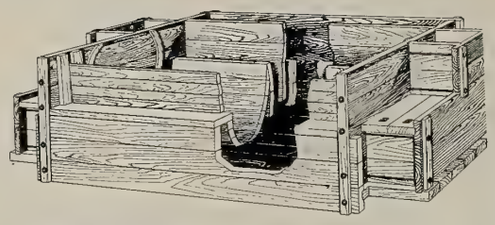
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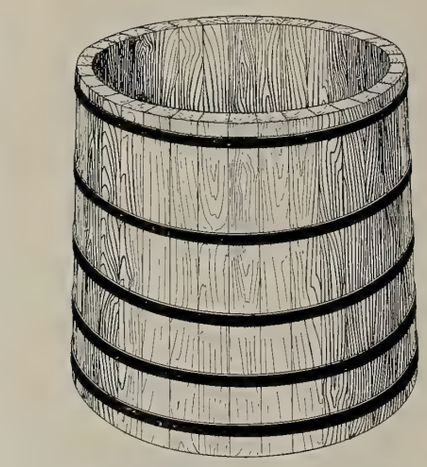
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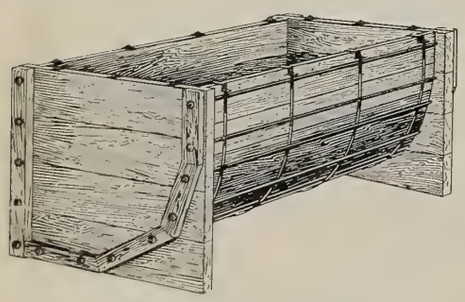
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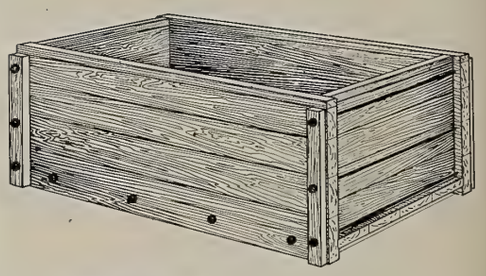
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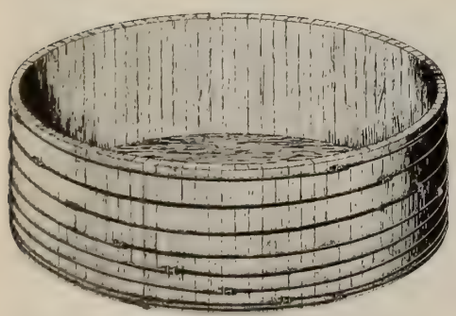
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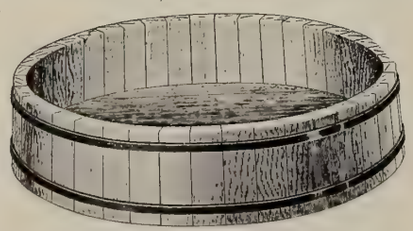
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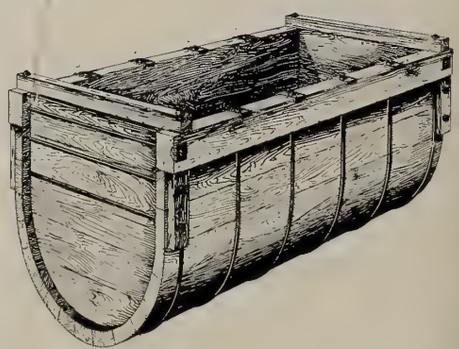
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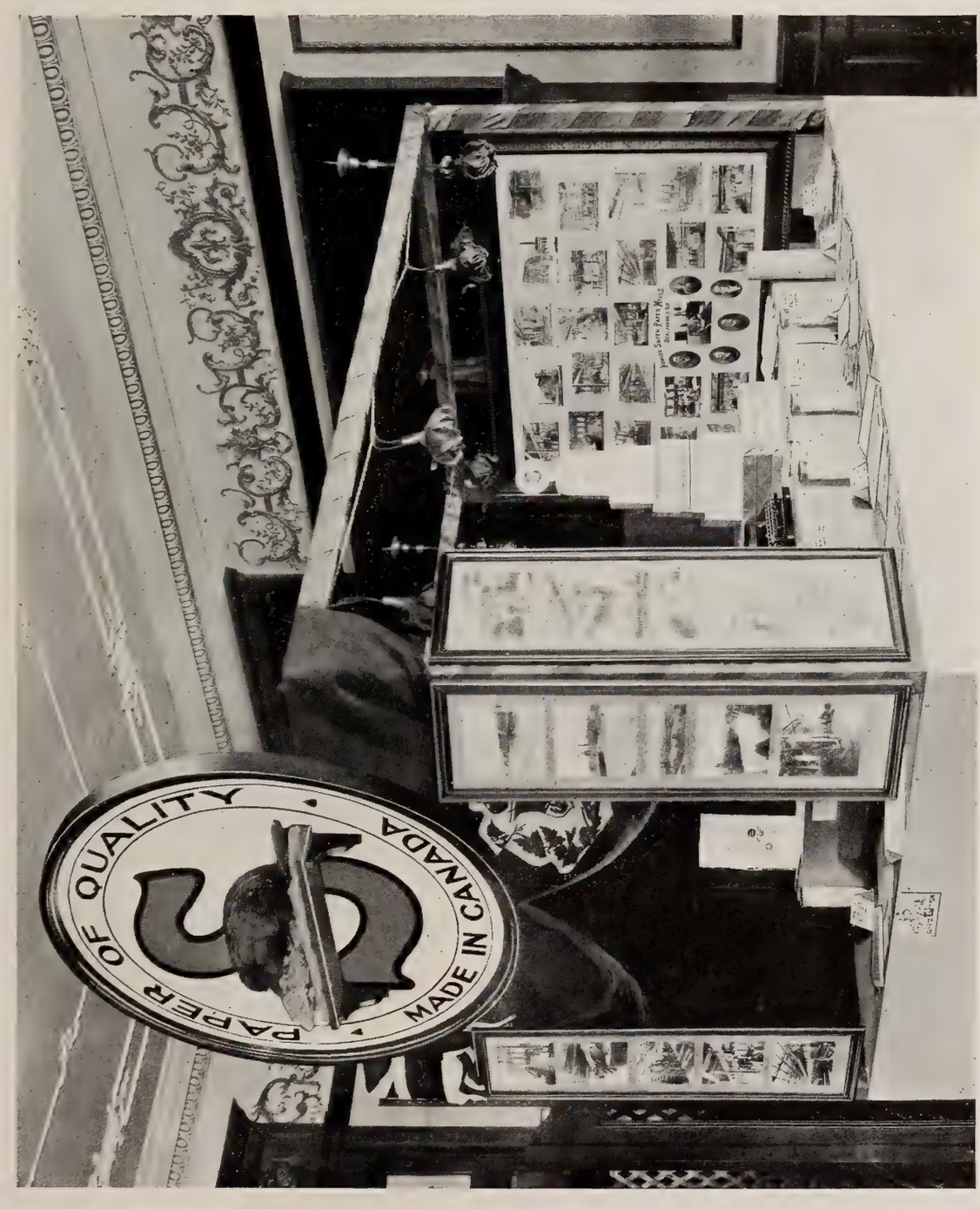
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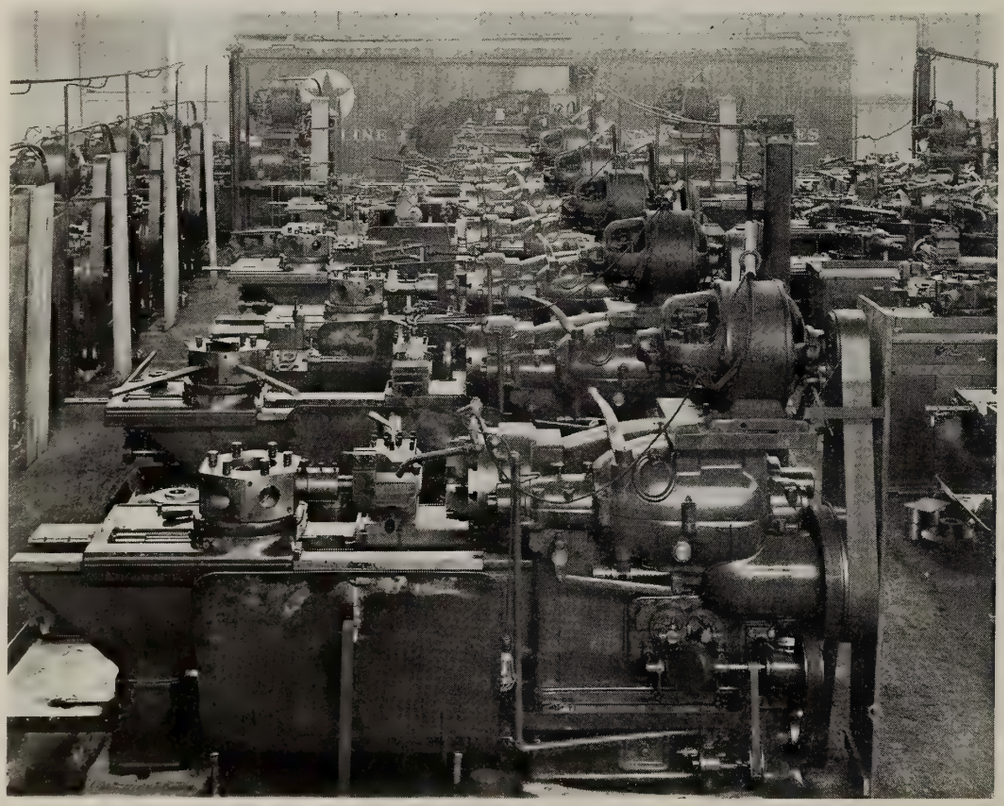
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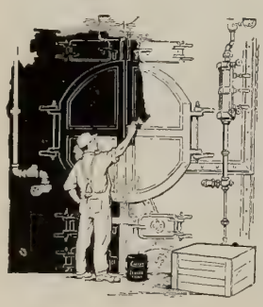
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The Printers' Strike and this Edition

IT will be no news to the readers of INDUSTRIAL CANADA that a printers' strike has been in progress for several weeks in many cities in the United States and Canada. The fight was one in which a demand on the part of the printers for an eight-hour day and a forty-four hour week was the principal point at issue. With this demand, however, the wage question was inextricably interwoven and, had it not been that the men refused to consider a pro rata wage scale and insisted on receiving as much, if not more for forty-four hours' work as for forty-eight hours' work, some amicable settlement might have been reached. Employing printers, in face of falling prices for practically all commodities and a greatly lessened demand for printing, were financially unable to meet what must be regarded as a most unreasonable demand on the part of their labor.

Toronto members of the International Typographical Union were working under a two-year agreement with the master printers, signed in June 1919 and effective until June 1, 1921. Under this agreement the minimum wage for compositors was placed at $32.00 per week of 48 hours. In June 1920, the men, finding that the cost of living had mounted considerably, made representations to the employers to this effect and sought a higher wage to meet changed conditions. The master printers, though they might quite legally have insisted on the maintenance of the agreement, conceded that the men were entitled to some increase and voluntarily granted a 10 per cent. bonus bringing the minimum wage up to $35.20 per week. This wage was in effect until May 31 last.

Prior to the expiring of the agreement the men gave notice to employers that they would insist on the 44 hour week in negotiating a new agreement and that, so far as the wage scale was concerned, they would want a dollar an hour. It was known that the eight-hour day would figure prominently in the union's demand, as 1921 had been the year set for securing this concession, but the accompanying wage demand was appalling. It was scarcely credible, with business conditions such as they were and are, that such a demand should be made.

Negotiations to avert a strike were continued for several weeks but without avail. The final offer of the employers was $36.00 for a 48-hour week or $33.00 for a 44-hour week, these figure being practically equivalent and a slight increase on the old scale. The men refused to accept them and walked out on June 1st, accompanied by members of the pressmens' and bookbinders' unions.

Some further efforts were subsequently made to secure a settlement but, though the men receded somewhat from the exorbitant demands made at the outset, the employers remained firm and insisted on the acceptance of their original offer. They have declared for an open shop and are slowly but surely building up organizations to take the place of the strikers.

Publishers of periodicals probably felt the effect of the strike more seriously than did other consumers of printing. Yet they succeeded wonderfully well in maintaining publication throughout this very trying period: INDUSTRIAL CANADA had to meet similar handicaps and its readers are asked first, to overlook the unavoidable delay in the publication of this issue and second, to excuse certain deficiencies which the conditions of publication have made it impossible to overcome.

We regret that it has been impossible to furnish our readers with as complete a record of the Quebec Convention proceedings as we would ordinarily have been able to do. The essential features however, are all included in the report. The omissions are very largely those addresses interspersed throughout the proceedings, which we usually give in full but which must now be held over for future issues. We refer particularly to the address on "The Agriculture of Quebec" by Hon. J. E. Caron, Minister of Agriculture; to that on "Tobacco" by Joseph Picard; to Mr. Horace J. Gagne's address on inter-racial relations; and to the address of P. S. Gregory, Shawinigan Water & Power Co. on "The Power Possibilities of Quebec." It has also been impossible to give the usual attention to the speeches at the annual dinner. We hope, however, to make good all these omissions in due course.

Editorial Comment

The Fiftieth Annual Meeting

AS an important milestone in the progress of the Canadian Manufacturers' Association, the fiftieth annual convention held last month in the city of Quebec was of more than ordinary interest and significance. It marked the completion of the first half-century of the Association's history, during which the organization had emerged from somewhat vague and indefinite beginnings into the well-developed and representative national body of the present day.

Apart from this circumstance, however, and viewed solely from the standpoint of contemporary events, the meeting was a distinct success and most encouraging to those who had laid the plans for it and had at heart the welfare of the organization.

The attendance was quite satisfactory and of a most representative character. The presence of the five chairmen of divisions and their active participation in all proceedings furnished proof, if such was necessary, of the national scope of the Association and of the democratic character of its administration. While the Ontario and Quebec Divisions were naturally well represented, it was gratifying to find that influential delegations were also present from British Columbia, Prairie and Maritime Divisions.

The business sessions were conducted according to program and passed off smoothly. Every possible opportunity was given the members to discuss the various matters brought up in the reports of committees and the fact that discussions were brief indicated the harmonious views of the membership on the points under consideration. The findings of the convention were of course crystallized in the resolutions adopted at the final session.

One of the outstanding features of the convention was the cordial way in which French and English-speaking members of the Association came together and worked for the common weal. The good relations of the two races were advocated in numerous speeches and nothing was left undone to show that the Association recognises no distinction in race or creed. It is perhaps worth noting that this year, for the first time, all programs, reports, etc. were printed in both languages, a tribute to the French-speaking members which, it is believed, was much appreciated.

Probably never before did so many prominent public men participate in the entertainment portions of the Convention. The Dominion Government was represented by the Premier, Rt. Hon. Arthur Meighen, who was guest of honor at a luncheon tendered just before he sailed for England; by Sir George Foster, Minister of Trade and Commerce, who was prominent in the speakers' list at the annual banquet; by Hon. C. C. Ballantyne, Minister of Marine and Fisheries and by Hon. Gideon Robertson, Minister of Labor. The Quebec Government had as its spokesmen, Sir Charles Fitzpatrick, the Lieutenant-Governor, who was a distinguished guest at the annual banquet: Hon. L. A. Taschereau, the Premier, to whom fell the honor of opening the convention: and Hon. J. E. Caron, Minister of Agriculture. The city of Quebec was represented by His Worship Mayor Samson and the National Association of Manufacturers of the United States by James A. Emery, its general counsel. The Association also had the pleasure of hearing a fine speech from Ernest Lapointe, one of the federal members for Quebec.

A happy event was the presentation to several ex-presidents of the Association of silver vases to mark the fiftieth anniversary of the establishment of the organization. While all the living ex-presidents were unable to be present, seven were on hand to participate in this interesting function, while two others received cups later on at the annual banquet. On the same occasion, and as a memento of the Association's visit to Quebec, a handsome chair, being a replica of Napoleon's coronation chair, was presented to the mayor and corporation of the city. This token of esteem served still further to cement the friendly relations between the people of the two races.

No summary of the convention would be complete without some reference to the princely program of entertainment that was provided by the Quebec hosts of the visiting delegates. True, it was the ladies of the party who came in for the bulk of the entertainment, but the men were also well looked after in the intervals between the various meetings. To the hospitality of the Lieutenant-Governor, the mayor of Quebec, the Quebec Branch C. M. A. and other bodies and individuals, the visitors owe much of that pleasant memory which will always attach to the fiftieth annual convention of the Association.

Pronouncement on the Tariff

IT was fully to be expected, in view of the demand on the part of certain sections of the people for free trade and of the action of foreign countries in raising their tariffs against imported goods, that the annual convention of the Association would make some pronouncement on the tariff question.

The resolution on the subject passed by the Quebec meeting was a sane, straightforward statement of the needs of the situation. It gave recognition to the fact that ever since 1878 it had been the fiscal policy of Canada to maintain a protective tariff and that under this policy the whole population had benefitted. It pointed out that since the conclusion of the Great War there had been pronounced increases in the customs tariffs of nearly all industrial countries, which had the effect of restricting the sale of Canadian goods in these markets. And it urged, as the result of these considerations, that Parliament, at the next revision of the Canadian customs tariff, should provide and maintain adequate tariff protection so as to encourage the investment of capital, facilitate the development of natural resources, furnish Canadians with employment and retain and enlarge the market in Canada for Canadian produce from farms, factories, mines or other sources.

The Method of Electing Officers

APART from the decision of the annual general meeting to increase the scale of fees, the only other changes of importance in the by-laws sanctioned by the meeting had to do with the election of officers. A word or two in explanation of what was done may prove of interest.

Hitherto it has been the established custom of the Association, though not so recognised in the by-laws, to promote the first vice-president to the presidency; the second vice-president to be first vice-president and to select for second vice-president some outstanding member of the Executive Council, whose experience and work commends

him to the favor of the members of the Nominating Committee. This system ensures that the presidents of the Association will have the opportunity of familiarizing themselves with all details of the work during the two years that they serve as vice-presidents.

At the annual meeting in 1919, it was proposed to make a certain change in the by-laws which would necessarily involve some alteration in this procedure. Instead of there being a president, a first vice-president and a second vice-president, it was suggested that the five chairmen of divisions should be constituted vice-presidents, with equal standing. Such a plan would then mean that each year, the new president of the Association would be selected from among the chairmen of divisions. This proposal was adopted and it was decided that it should go into effect at the annual meeting of 1921.

The annual meeting of 1921, however, re-considered the matter and after some discussion decided to adhere to the old system. It was felt that there might be a certain danger in having an inexperienced chairman of division elected to the presidency and that it would be better to retain the plan under which a second vice-president was selected from the membership at large and given two years' training for office before succeeding to the presidency.

One step was taken, however, which gave an added importance to the office of chairman of division. The discussion brought out the fact that there should be a closer connection between the heads of divisions and the central executive. This condition will now be remedied for chairmen of divisions will hereafter become ex-offico members of the Executive Committee.

Increasing Importance of the Divisions

THE increasing importance of the divisions in the work of the Association was evidenced at the Quebec Convention. No members, apart from the general officers, played a more important part in the proceedings than did the chairmen of divisions. Fortunately all five were present, the chairman of the British Columbia Division coming all the way from Vancouver to represent the manufacturers of his province. The presence of these five gentlemen and the fact that their utterances were regarded as the voice of the members of their divisions, gave a more than usually representative character to the convention.

From the standpoint of interest in the Association's work, this development is encouraging. Annual meetings of divisions, which are now held a month or two previous to the annual general meeting, give opportunities to members in all parts of the country to get in touch with what is going on. Through their chairman and such other members as attend the general meeting, they are represented and their views are placed before the annual convention. Then, working back, the chairman and his associates carry to the divisions the information and opinions that are secured and thus there develops a closer bond between all sections of the membership.

A further useful result is to be found in the greater number of members who are drafted into service as officers, chairmen and member of committees. This means that the Association has in training for the higher offices a large number of men, and men who are representative of all parts of the country. The division will accordingly become the stepping-stone to the positions on the central executive bodies.

Fifty Years in Business

ONE of the most interesting features of this number of INDUSTRIAL CANADA is the section devoted to announcements of Canadian manufacturers and manufacturing companies who have been in business for fifty years or more.

The idea of devoting a section to these special advertisements was suggested by the fact that this year The Canadian Manufacturers' Association has celebrated the fiftieth anniversary of its foundation. The question not unnaturally arose, what companies still doing business in Canada were in existence prior to and at the time of the formation of the C. M. A.

In a young country like Canada, where the difficulty of launching new industries is attested by the appalling number of failures that mark the industrial history of almost every community, it is an achievement worthy of acclaim to have weathered the storms and trials of fifty years. Comparatively few industries are able to point to such a record of continuous existence and all the more pride attaches to an accomplishment which can only be shared in by a limited number of contemporaries.

We are sure that readers of INDUSTRIAL CANADA will look up the special Fifty Year Section with more than usual interest and will take note of the industries that have behind them the proud record of fifty years or more of accomplishment. As the organ of the C. M. A., we extend congratulations to those companies, which were behind the Association in its early days and are still to be numbered among its strong supporters.

Made-in-Canada at Exhibitions

THE Made-in-Canada idea should figure conspicuously in this year's exhibitions. Never before has the argument in favor of buying Made-in-Canada goods been more effectively used than this year and, now that the exhibition season is coming round, the opportunities of bringing domestic products to the attention of the masses of the people through these media should not be overlooked.

A speaker at Quebec deplored the fact that it was necessary to label so many goods "imported" in order to ensure a sale for them in Canada. We believe that, while this sentiment still lingers, it is not nearly as pronounced as it used to be. People feel that they ought to be buying Made-in-Canada goods out of consideration for their fellow citizens whose livelihood depends on the sale of these goods, and they are less inclined to demand imported wares.

The exhibitions are great educative influences and they offer a good opportunity for any manufacturer to come right out and state frankly that his product is Made-in-Canada. When one considers that about a million people will probably visit the Toronto Exhibition and that the annual exhibitions in other cities will draw their hundreds of thousands, all eager to see and learn, the chance to do effective missionary work is quite apparent.

Central Factories Buildings

A MOVEMENT is being inaugurated by the Winnipeg Board of Trade to secure the erection in that city of a central factories building. Such buildings are in existence in several United States cities, but the idea has not as yet taken any appreciable hold in Canada. Known as "the incubators of infant industries," they are designed primarily to assist in the development of new industries, enabling small undertakings to get a favorable start under the most encouraging conditions.

The *Winnipeg Community Builder,* which is published by the Board of Trade, advances the following argument in support of such a project for Winnipeg:—

"A central factories building is the outgrowth of efforts on the part of certain American cities to solve the difficulty confronting the small manufacturer. It relieves that greatest of all problems confronting the new industry, viz., suitable factory space for carrying on their business under favorable conditions. It can accomplish three important things for the small business:

1. Reduce cost of production.
2. Improve quality of output.
3. Increase value of output.

"A modern factory is not a luxury; it is rather a necessity. Competition demands low cost of production and superiority of workmanship. The central factories building provides the small manufacturer with at least the first essentials of success.

"One great advantage of the central factories building is the possibility of a profitable interchange of trade between tenants. One tenant may be specially equipped to manufacture parts needed by another. He thus secures additional business without selling expense. Experience has shown that interchange of business is one of the most satisfactory features of the factories building. It is practical co-operation under ideal conditions.

"Tenants cannot fail to benefit from this widespread and favorable public attention. It may be safely said that the fact that a manufacturing concern carries on its business in the central factories building will give it added prominence and importance and will stamp it also as a concern of progressive policies.

"It should be the aim of the central factories building to appeal to the self-interest of employees and bring to its doors at all times the most skilled and most responsible workers of the city.

"The central factories buildings have received the warmest support from manufacturing concerns in American cities. No industrial undertaking in recent years has had such widespread support. In one American city, the central factories building has been 100 per cent. occupied for nearly three years, during which time a great number of "infants" have secured sufficient strength to walk alone and have erected plants costing from $50,000 to $250,000."

The *Community Builder* declares that no city in Canada has greater need of a central factories building than Winnipeg at the present time, and it points to the city's power, transportation facilities and valuable raw materials as reasons for such a contention.



Members of the Party who took in the Saguenay Trip following the Fiftieth Annual Convention

Proceedings of the Fiftieth Annual General Meeting of the Association

QUEBEC, JUNE 7, 8, and 9, 1921

AT 10 o'clock on the morning of Tuesday, June 7th, the president, J. S. McKinnon, took the chair and opened the Fiftieth Annual General Meeting of the Association. He announced that the meeting would be called a "Made-in-Canada" convention and he hoped that the discussions which would take place would be based upon the broadest possible sympathy, realizing that, if Canada was to become the great country that all hoped for, it must not be built upon sectional lines, but must be developed for the good of the whole people. They must be equally interested in the farm and the products of the farm as in the factories and the products of the factories.

Mr. McKinnon thereupon introduced the Premier of the Province of Quebec, Hon. L. A. Taschereau, referring to the fact that on the following day Mr. Taschereau would be honored by the University of Toronto with the degree of L.L.D. He believed that not only was an honor being conferred on a distinguished gentleman but that an honor was also being conferred upon the Province of Ontario and the University of Toronto in its acceptance. He believed that this was a good way for one province to show its good feeling towards another.

Address of Welcome

By Hon. L. A. Taschereau

Premier of Quebec

Mr. Chairman, ladies and gentlemen, I must tell you, Mr. President, that you are a manufacturer and a wholesale distributor of compliments. (Laughter). But I hope that in your line of business you will manufacture products that will bring better returns to you than the compliments you have paid to me. Gentlemen, it is a privilege of which I am particularly proud to tender you to-day on behalf of the Province of Quebec and of the City of Quebec a very hearty welcome. But I pray do not be alarmed, I will do so in very few words. Thank God I have not got a tariff to frame, and while I am aware that you are all business men, manufacturers, and as such, in close touch with machines, I however, suspect that a talking machine is the only one which might scare you and to which you have a right to object. (Laughter).

Old Quebec, gentlemen, is the cradle of Canadian civilization. Where you stand to-day is the very spot where the first settlers—those courageous men who came from France 400 years ago—opened this country. They, too, gentlemen, were manufacturers in their own way. Not manufacturers of boots and shoes, of steam engines or airships, but manufacturers of continents, of mighty rivers, of wide forests, of unbounded lakes which they gave up to civilization, progress and development. Few captains of industry can be compared to them for undaunted courage, foresight and self-sacrifice.

All of you, gentlemen, must have heard of the good old Province of Quebec, but many of you, perhaps, have not a full



Hon. L. A. Taschereau

Premier of Quebec, who opened the Quebec Convention

knowledge of her population, of her feelings and ideals, of her possibilities and her natural resources. I will leave it to each of you while you stay in Quebec to become a discovorer, confident that your own observations will promote mutual friendship and dispel, I would not say prejudice, gentlemen, but false ideas, that distance, unfortunate absence of intercourse and, permit me to say perhaps, the yellow press have sown in your minds. I know you gentlemen to be open to a spirit of true and healthy Canadianism.

You will find here the mightiest forests of the continent for the production of pulp and paper; you will find water powers equalled by none in the world, with a possible development of 10,000-000 horse-power, when only 10 per cent. of that power has been harnessed. You will find asbestos mines of which the production is 90 per cent. of the production of the world. You will find agriculture multiplying by three its products during the last five years. But above all, gentlemen, you will find employer and employee working in close harmony. (Applause). You will find the manufacturer and farmer co-operating together to create and supply the markets. You will observe the population whose natural increase surpasses that of all the provinces of Canada,—the increase of the healthy sons of the soil. You will find a population attached to the land, respectful of the laws and loyal to our institutions. I may add you will find a mixed population, mixed as to creed and as to religion, but all living in peace and harmony and in concord. (Applause). A mixed population, wondering in its spare moments, why in this fair Dominion of ours petty struggles should divide Canadians when unity is necessary to build up Canada.

I wish you, gentlemen, success in this great convention on behalf of the good citizens of Quebec. I hope that your stay in our midst will be a pleasant one. I hope that the decisions to be arrived at by men of your standing will promote the interests of Canada, will make her better known in the markets of the world and will add to the wealth with which this Canada of ours has been blest. (Applause).

Civic Welcome Tendered

By Jos. Samson

Mayor of Quebec

The president next introduced Mayor Samson of Quebec, who read an address of welcome, first in French and then in English. He referred to the wonderful progress of the city since its foundation by Champlain in 1608, declaring that the citizens were proud of their city, of its beautiful and picturesque situation, of its surroundings and of the advantages which Providence had bestowed upon its site. They were also proud of their river, the mighty St. Lawrence and of their vast and safe natural port; of the virtues, the courage and endurance of their ancestors and of their perseverance against great obstacles. They were most happy to tender a cordial welcome to the Canadian Manufacturers' Association and to extend best wishes for the success of the convention.

Retiring President's Annual Review

Important developments of the year dealt with in able manner by John S. McKinnon

AT this, our Fiftieth Annual General Meeting, our Golden Jubilee, it is natural to measure the position of manufacturing in Canada fifty years ago with to-day. The handful of men who assembled at our first annual general meeting, fifty years ago, were men of vision and faith. The popular impression at that time was that Canada would never be a manufacturing country, that our people would be always occupied in agriculture, fishing, mining, lumbering and similar industries, and that there was little use in trying to build up Canadian industries in competition with the old established industries of the United States and Europe. But that little group of men did not believe that such was the future of Canada and they had the courage of their convictions. They believed that this country could develop an industrial system that would utilize our own raw materials, manufacture them into goods for our own people and give employment to Canadians. Events have proved that they were right. At the time of Confederation, the value of all the goods manufactured annually in Canada was about one-quarter of a billion dollars; now it runs between three and one-half and four billions, an increase of from fourteen hundred to sixteen hundred per cent. The per capita production of manufactured goods increased from $71 in 1881 to $360 in 1917. A great industrial system has been built up in Canada, employing about 700,000 people, who, with their dependents, constitute about two million people, directly dependent for their living on manufacturing.

During those fifty years our Association has grown from a few score of members, located principally in Montreal, Toronto and Hamilton, to a great national organization of 4,200 members, in all parts of Canada. It is interesting to note that at the beginning of this century we had no members west of the Great Lakes, where we now have over 700, which shows how rapidly the four Western provinces are becoming industrialized.

At the time of Confederation the number of different articles manufactured in Canada was relatively small, but in 1920 our records show that the number of lines of goods made in our factories had reached the large total of 8,445.

I firmly believe that the growth and increasing influence of our Association is due largely to the fact that the men who have served as its officers and members of its committees have steadfastly kept in mind the necessity of dealing with affairs from the national point of view, and of studying problems in the light of what solutions would be best for the country as a whole. This Association includes members of various political bodies, religions, racial origins and schools of thought, but it has steadily endeavored to keep its policies and its organization non-sectional, non-sectarian and non-political. Our Association, while confining its energies largely to the great task of developing industry and thus, by enlarging the field of employment, attracting capital and utilizing our natural resources, contributing to the national growth of the country, has tried earnestly to co-operate with all those representing other occupations and activities. The interests of various



J. S. McKinnon

S. F. McKinnon & Co., Limited, Toronto who completed his term of office at the Quebec Convention

groups of Canadians may conflict at times through natural and economic causes, but surely these differences of opinion can be reconciled without injuring the national interests. Co-operation is required, not disruption. Division into warring groups, each intriguing and fighting to secure material advantages for its members, is the path to national failure. Co-operation, the recognition of the rights of others, honest attempts to reconcile conflicting claims, and a united determination to build up Canada, is the path to national success. Grouping of the people according to their material desires leads to group government by a parliament and legislatures composed of a number of bodies of men, the members of which are no longer representatives of the people, but are merely instructed delegates of their respective factions, carrying their orders in their pockets. According to the principles and practice of representative and responsible government, the people elect as representatives men whom they esteem and trust, and give to these representatives, during their term of office, the right to use their own judgment, on the assumption that in the final analysis their actions are to give precedence to national interests over group or sectional interests.

During the past few years there has been an increase in legislation tending towards the reduction of hours, the fixing of minimum wages, compensation for injuries, and general legislation of a social character. The effect of this legislation is to decrease the amount of work done by each individual and to increase the cost of finished products to consumers, and to divert money from capital investment which would in time increase production and provide employment. In so far as this legislation aims at improving the living conditions and adding to the happiness and comfort of the citizens in whose interests it is passed, it is worthy of support. The vital question is, How far can this tendency be carried safely? Obviously, if we Canadians decide to live on our savings, we can have a fairly comfortable time for a few months, until all these savings are gone. When that happened we would face a serious situation. A great many measures are enacted through the exertions of people who have the best intentions, and who desire to better the lot of those to whom the legislation applies, but who know little about the practical laws which govern economics, and who forget that the virtue of generosity must always be governed to some extent by the means for gratifying it. There have been notes of warning sounded to the various governments, boards and commissions which, through legislation, have added great burdens to the producing industries, including agriculture and transportation, with the inevitable result that consumers—a class that includes us all—have had to pay a great deal more for the articles we buy. Our law-makers should relax their efforts. In addition to the Dominion, Provincial and Municipal Governments, there are numerous commissions and boards, all busily engaged in passing laws, restrictions and regulations. This practice, necessary in war, has lasted too long after the beginning of peace. The volume of these legislative restrictions defeat much of their own purpose, for many of these laws and regulations are badly drafted, and are constantly requiring amendment, with the result that the most law-abiding are in constant danger of offending and incurring penalties through inability to become familiar with a great mass of changing legislation, while those charged with the administration of these laws are in doubt as to their interpretation and application. The following remarks

by Lord Macaulay in 1830 are as applicable to-day as they were then:

"Our rulers will best promote the improvement of the nation by strictly confining themselves to their own legitimate duties, by leaving capital to find its most lucrative course, commodities their fair price, industry and intelligence their natural reward, idleness and folly their natural punishment, by maintaining peace, by defending property, by diminishing the price of law, and by observing strict economy in every department of the State. Let the Government do this, the People will assuredly do the rest."

In a new country such as Canada it is of the utmost importance that the investment of capital should be encouraged. Capital is only the accumulated savings of the Canadian people or the people of other countries, and it is invested where the owners expect favorable returns. Our lumber has no market value while it stands in remote forests, nor our minerals while they are under the ground. Unless men can be induced to invest their savings in establishing industries which will reclaim these raw materials and turn them into marketable products, they will remain undeveloped, with the result that opportunities will be lost to provide employment and add to the national wealth.

Taxation

Taxation, during the last few years, has been especially heavy on manufacturing and business enterprises. While business was good and showing profits, business men did not concern themselves much about increased taxation, although they knew that certain kinds, such as the excess profits tax, now fortunately abolished, were economically unsound, and that the income tax on corporations could not be applied beyond a certain limit. But when conditions changed and business slumped, this heavy taxation began to have a crippling effect upon production, with the result that unemployment greatly increased. This condition was not peculiar to Canada. Many recommendations were made by business organizations in Great Britain and the United States, asking their respective governments to relieve business of part of its crushing load of taxation, in order that it might become more productive and assist more efficiently in the task of restoring normal conditions. It is a mistake to tax capital out of a country, or to force it into tax-free securities, or to subject it to the competition of government bonds yielding high rates of interest. We are paying for the war and must face heavy taxation for many years, but taxation should be broadly applied, so as not to cripple the productive machinery of the country. There does not appear to be any better recipe for national financing than that which governs the prudent individual. The individual man, if he is ambitious, works hard, saves some money, and endeavors to invest it wisely. If he is in debt, he works harder and tries to save more until he gets out of debt. Do not these simple laws apply to the nations as well as to individuals? The British Federation of Industries, the largest association of manufacturers in the world, has been constantly urging the British Government to reduce its expenditures and to encourage trade; and the British Government has been following these policies so vigorously that the Chancellor of the Exchequer, in announcing his budget last month, showed that Great Britain, during the past fiscal year, has been able to reduce her war debt by the sum of two hundred and fifty-nine millions pounds. The same policy is being advocated in the United States. In outlining his revenue programme to the Chairman of the Committee of Ways and Means of the United States, the Secretary of the Treasury stated that in his opinion substantial cuts in current expenditures offered the only hope of effective relief from the tax burden. It may be urged on the other hand that when there is unemployment, governments and municipalities should spend freely on public works, even if they have to increase dominion, provincial and municipal debts. This policy is sound enough if the works proposed are either necessary or likely to become productive, but to spend lavishly and uselessly, is surely an ineffectual remedy, which will ultimately only intensify present unemployment.

One lesson learned by both employers and employed during the past two or three years is that the public is the master of us all. A factory may be in full operation, splendidly equipped with every modern convenience for efficiency and for the comfort of those who work in it. It may be turning out immense quantities of goods. Wages may be high. Hours and working conditions may be satisfactory to the employees and profits may be satisfactory to the employers. But, if the public does not want to buy the goods produced by that factory, either because they are too high in price or because the quality is inferior, or merely because some other goods are preferred through caprice, then the factory shuts down and there is neither wages for the employees nor profits for the owners. That factory might have minimum wages, restrictive employing agreements, workmen's compensation, pensions and many other privileges, but when the factory stops they are no benefit to the workers. There is no law, nor can there be any law, to force the public to buy what they do not want. Employers and employed are partners in the difficult task of making articles suited to the demands of the public, and of persuading the public to buy them after they are made. Consequently, profits, wages, benefits, hours, and all other factors entering into the cost of production, are subject to the desire and will of the buyers, and must be determined accordingly.

Cost of Living

We have been operating for nearly a year on a falling market and prices have descended to lower levels. Farmers and manufacturers have borne the first brunt of the decline in prices; and manufac-



The retiring President and some Celebrities at Spencerwood

From left to right, Hon. Frank Carrell, J. S. McKinnon, Sir Charles Fitzpatrick, Rt. Hon. Sir George E. Foster, Hon. C. C. Ballantyne, Hon. Gideon Robertson

turers, who had large stocks of raw material on hand or under contract, suffered severely. The factors entering into the cost of production have not up to the present shown corresponding declines, although they have shown a downward tendency. Wages, cost of distribution, including transportation, interest on money and other similar factors, must bear a relationship to the cost of production and the selling price of goods, and this relationship is sooner or later determined by the buying and selling of the public. The greatly increased cost of transportation is a very serious element in the present situation. In a country such as Canada, which has great area and sparse population, cheap and efficient transportation is a necessity if the various sections of the country are to be kept in contact and if interprovincial trade is to be maintained. Otherwise, our provinces will tend towards isolation as transportation costs increase.

Unemployment

During the past winter there has been considerable unemployment, owing to the restriction of export markets, due to exchange conditions, to the disinclination of buyers to purchase in a falling market, to the unnecessarily large importations of goods from other countries which could have been made in Canada, and to the evil effects of propaganda, creating labor unrest, which in turn hampered the working of productive machinery. During the twelve months ending March 31st, 1921, for example, we imported goods from the United States valued at $856,453,528, as against $801,100,700 for the year ending March 31st, 1920. If Canadians had bought at home, instead of buying in foreign countries goods which could have been bought here, they would have done a great deal to prevent unemployment and business depression. The wave of industrial unrest and visionary radicalism has receded, and is still receding, but, unfortunately, while at high tide it caused damage which will take time to repair.

Export and Import Trade

The following statistics from the returns of the Department of Trade and Commerce indicate the export and import trade done by Canada during the last four years:

	Year Ending March 31st.			
	1918	1919	1920	1921
Imports	$962,543,746	$916,429,335	$1,064,516,177	$1,240,125,056
Exports	1,586,169,792	1,268,765,285	1,286,658,709	1,210,428,119
Total Trade	$2,548,713,538	$2,185,194,620	$2,351,174,886	$2,450,553,175

It must be remembered, however, that these statistics are in terms of values and, owing to the diminished purchasing power in the dollar, the increase in volume has not been as great as indicated. Unfortunately, the Government has not complete statistics to show our trade in tonnage or other terms denoting quantity, which would give a more accurate picture of the situation. Still, our trade compares favorably with prewar conditions, as the following figures for 1914 indicate:

Imports	$650,746,797
Exports	478,997,928
Total Trade	$1,129,744,725

The Tariff

As the position of the Association in regard to the Canadian customs tariff was outlined in detail in the official statement presented to the Tariff Commission at Winnipeg last September. I do not need to say very much on this subject, except that the Association adheres to the traditional policy that adequate tariff protection is necessary for the development and prosperity of Canada.

Conclusion

In my remarks I have tried to interpret the policies pursued by the Executive Council during the year and the attitude of the Council towards questions of national interest. I am not going to anticipate the reports which will be submitted by the various committees, but I would like to say that during the past year these Standing Committees of the Association have done an immense amount of work which I believe will be beneficial to the membership at large. They have been forced to deal with a great variety of problems and I think the reports will satisfy you that they handled these problems satisfactorily.

All of which is respectfully submitted.

J. S. McKINNON,
President.

A Tribute to Quebec

HAVING concluded the reading of his address, Mr. McKinnon said:—

"This is a wonderful place to hold a convention. There is possibly no place in Canada where such a combination exists as in this grand old city of Quebec. This city is a hive of industry. It is at the same time full of wonderful historical interest. I do not know where there is a city to compare with it. This city is the home of shrines and battlefields, the place of wonderful historical interest, of romance, of by-gone days and of beauty of scenery that is unsurpassed. On this very place, as the Premier said, in days gone by the great Champlain walked through the sheltered nooks and up the narrow streets, and at a later date we find such great men treading this very spot as LaSalle and Laval and Frontenac, men whom we desire to honor and have a lasting place in the history of our beloved Dominion of Canada.

"Did it ever occur to you where that word 'Dominion' came from? 'Dominion' I believe, as far as this continent is concerned, is only applied to Canada,—the Dominion of Canada. It is said that when they were wondering what to call this country at the time of confederation, it was almost settled that it would be called the 'Kingdom of Canada.' Lord Derby, who was Secretary of State for the Colonies, was the only one who seriously objected to it, on the ground that it might wound the susceptibilities of the Americans, and it was proposed that it be called the Dominion of Canada. We have it upon the very best authority, as far as history will tell us, that it is based upon a verse in the bible, in Zachariah, the 9th Chapter and 10th verse, where these words occur,—'His Dominion shall be from sea to sea and from the river even to the ends of the earth.' And we are told that is where the word 'Dominion, comes from, and I think, gentlemen, that it is a bit of interest even to this gathering.

"I can assure you, gentlemen, that it is a pleasure for us all to be here to-day. I said one time to this city previously, and I say it to you now, that it is always a delight for me to stand on this beautiful Dufferin Terrace with that mighty river flowing by at the foot of the precipice and carrying upon its bosom the trade and commerce of half a continent with the town of Levis across the water, and on our right the majestic citadel and the far-famed Plains of Abraham, and on the left the River St. Charles, and in the distance one can almost see the mists and sprays of beautiful Montmorency, and even the shrine of St. Anne de Beaupre. But on this terrace, in the very shadow of this beautiful Chateau there is a monument, a straight shaft pointing toward heaven, commemorating the death of two great men who gave their lives for the country, Montcalm and Wolfe. And as that shaft points to heaven commemorating not only the death of those two great men, it is also an example to us who are living that these two great peoples populating the northern half of this continent, the French and English, should live here together in peace and amity, in love and concord, doing what we can in our day and generation to promote Canadian happiness and to make and bind still stronger and more closely together this great Confederation of Canada. I thank you."

Vote of Thanks

On motion of W. S. Fisher, vice-president, seconded by T. P. Howard, past president, a vote of thanks was tendered to Mr. McKinnon for his address.

Report of the Treasurer

Deficit of $2,737 reported for the last fiscal year as compared with $4,611 for last year

THE President next called for the report of the Treasurer, and Thomas Roden, Toronto, Treasurer of the Association, presented the following financial statement showing the finances of the Association as at April 30th, 1921.

Toronto, 23rd May, 1921.

The President and Members,
Canadian Manufacturers Association, Inc.

GENTLEMEN,

We have audited the books and accounts of the Association for the year ending 30th April, 1921, and attached hereto please find Balance Sheet, Revenue Account, etc., duly certified to by us. We have verified the Cash and Bank Balances and have examined the Investments, as shown in Schedule E.

Yours faithfully,
WILTON C. EDDIS & SONS.

BALANCE SHEET, 30TH APRIL, 1921.

30th April, 1920.			30th April, 1921.
	LIABILITIES.		
$5,365 62	Accounts payable, Schedule C	$10,361 70	
22,932 28	Accounts payable—Trade Index	246 40	
$28,297 90			10,608 10
$56,627 82	Fees paid in advance	$61,102 01	
731 57	Buyers' Guide and subscriptions to INDUSTRIAL CANADA, paid in advance	885 92	
			61,987 93
	Revenue Account:		
40,556 90	30th April, 1920. By balance	$40,556 90	
	30th April, 1921. To deficit for year	2,737 44	
			37,819 46
$126,214 19			$110,415 49
	ASSETS.		
$22,984 28	Cash on hand and in bank, Schedule D,	$23,929 01	
53,771 86	Investments, Schedule E	53,568 76	
966 77	Interest accrued on above	1,199 52	
$77,722 91			$78,697 29
	Accounts receivable, INDUSTRIAL CANADA	$15,803 58	
	Less reserve for bad debts	1,000 00	
$12,489 20			$14,803 58
23,003 90	Accounts receivable, Trade Index advertising	450 00	
3,024 02	Sundry debtors, Schedule F	3,754 20	
763 32	Members' fees, accrued and due	1,099 58	
			20,107 36
710 84	Prepaid expenses, rent		710 84
8,500 00	Furniture and fittings		10,900 00
$126,214 19			$110,415 49

Audited and found correct.

WILTON C. EDDIS & SONS,
Chartered Accountants.

REVENUE ACCOUNT.
For Year Ending 30th April, 1921.

To Expenses, Schedule A	$166,213 69	
" Depreciation, furniture	588 03	
By Membership fees		$150,129 64
" Interest		3,495 91
" INDUSTRIAL CANADA, Schedule B		8,351 35
" Trade Index, 1919		2,087 38
" Deficit for year carried to Balance Sheet		2,737 44
	$166,801 72	$166,801 72

SCHEDULE A.

EXPENSES.
For Year Ending 30th April, 1921.

Annual Meeting, 1920		$1,471 05
Certificates		1,504 20
Divisions and Branches—		
British Columbia Division	$10,437 33	
Maritime Provinces Division	5,170 74	
Ontario Division	6,006 65	
Prairie Provinces Division	12,662 59	
Quebec Division	14,677 63	
Hamilton Branch	1,261 14	
Ottawa Office	9,637 51	
		59,853 59
Departments—		
Commercial Intelligence		10,431 61
Tariff		18,502 10
Transportation		15,711 90
Trade Sections		4,495 27
Industrial Relations		4,701 41
Exchange		171 25
General Expenses, exclusive of Departments, Divisions and Branches—		
Postage	$1,597 62	
Printing and stationery	2,107 37	
Rent and light	3,438 90	
Salaries	35,150 15	
Telegraph and telephone	625 53	
Travelling	1,849 04	
		44,768 61
Sundries		2,821 55
Translations	Cr.	546 12
General Counsel fees		2,327 27
		$166,213 69

SCHEDULE B.

INDUSTRIAL CANADA.

Statement Showing Income and Expenditure for Year Ending 30th April, 1921.

INCOME.

Advertising, display	$72,413 47
Advertising, Buyers' Guide	1,345 69
Sale of copies	630 95
	$74,390 11

EXPENDITURE.

Electros	$1,145 48
Special literary matter	335 50
Postage and distribution	2,475 18
Printing and stationery	41,079 17
Rent and light	1,100 04
Salaries	18,861 34
Telegraph and telephone	182 82
Travelling	237 90
Sundries	264 38
Bad debts	356 95
	$66,038 76
Profit for year carried to Revenue Account	8 351 35
	$74,390 11

SCHEDULE C.

ACCOUNTS PAYABLE.

Ryerson Press	$3,264 81
Telegraph and telephone	130 79
Expenses, B.C. Division	756 71
" M.P. Division	66 11
" Prairie Provinces	135 97
" Travelling, etc.	317 43
Advertising in INDUSTRIAL CANADA, prepaid	381 30
Toronto Branch, Contingent Account	1,176 03
Trade Sections Account	616 77
Special fund advance for sundry items of expenditure	3,515 78
	$10,361 70

SCHEDULE D.

CASH ON HAND AND IN BANK.

Cash—	
Toronto	$225 00
Montreal	400 00
Winnipeg	200 00
Vancouver	375 00
Ottawa	200 00
Amherst	200 00
Quebec Division	100 00
Permanent travelling expenses, advance	2,009 80
The Royal Bank of Canada	20,219 21
	23,929 01

SCHEDULE E.

INVESTMENTS.

Due Date.		Rate of Interest	Yield.	Par Value.	Amortized Value.
1 July, 1944	City of Toronto, £1,000	3½%	4.25%	$4,866 67	$4,327 48
1 July, 1948	City of Toronto, £1,300	4%	4.75%	6,236 66	5,602 32
1 July, 1925	City of Toronto	4½%	5.4%	5,000 00	4,833 64
1 Jan., 1941	City of Stratford	4½%	4.25%	10,000 00	10,314 92
1 Oct., 1932	City of Brandon	5%	5.1%	10,000 00	9,913 73
30 June, 1942	Riordon Pulp & Paper	6%	6.1%	5,000 00	4,960 21
1 Dec., 1927	Dominion of Canada War Loan	5½%	5.8%	10,000 00	9,890 47
1 Nov., 1934	Dominion of Canada War Loan	5½%	6 25%	4,000 00	3,725 99
				$55,103 33	$53.568 76

SCHEDULE F.

SUNDRY DEBTORS.

Shoe Manufacturers' Association of Canada $517.35 repaid May, 1921.	$548 07
Ontario Shoe Manufacturers' Association	195 24
Canadian Pulp & Paper Association $2,484.02 repaid May, 1921.	2,809 20
Tanners' Association	22 50
Graphic Arts Section	26 04
Trade Index, copies sold	22 80
Sundry other items	130 35
	$3,754 20

Treasurer's Comments

Mr. Roden, at the conclusion of the reading of the report, put in a strong plea for increased fees. "One of the reasons why we are asking for an increase of fees for this year" said he, "is that we have to realize we are giving a very much increased service to the Association, and that if we are going to continue to render this service, not only in what we are doing, but I think in what we should do, we must have increased membership. It has been felt that our fess have been ridiculously low in the past to meet such service as we have given, and I think we can generally admit that to-day. So that when this matter comes before you during the convention we trust that it will have your very hearty support."

Mr. Roden then referred to the expanding requirements of the divisions, declaring that it was absolutely essential to the success of the organization that there should be provincial branches strongly fortified to meet the conditions which no central branch could undertake to follow and to regulate. While there might be criticism that the upkeep of these outlying branches cost more than the revenue derived from them, it was good missionary work for the Association to maintain them, and they would eventually bring good results.

He also dealt with the necessity of building up the Industrial Relations and Legal Departments, the work of both of which was becoming of immense importance to the Association. Both would have to be greatly strengthened.

"I am asking," said Mr. Roden, in conclusion, "for your support, and pleading for an increase of fees on these grounds, as well as for widening the scope of our service in Transportation, in Tariff, in Commercial Intelligence and these different branches we operate, so that you can feel that you can lean upon this Association for help when you required it, and that you have a strong man to lean upon that will give results to you."

The adoption of the report was moved by Mr. Roden, seconded by Mr. Birge and unanimously approved.

Executive Committee Reviews Year

Special matters of general importance taken up by the Committee during the past year

YOUR Committee beg to report that the past year has been one of satisfactory growth of our organization. During the last two years 1,084 new members have been admitted to the Association. Consequently your Committee had to meet the financial problems connected with providing service to such a large addition to our membership. There has also been considerable development in the divisional work of the Association. After two years' experience your Committee feel justified in saying that the decision of the annual meeting of 1919 to divide the Association, for administrative purposes, into five divisions, has been justified. The provision of the necessary machinery to deal with provincial matters has, we think, greatly increased the value of the Association to members generally, and especially those who are located at a great distance from the head office.

Receipts and Expenditures.

The total revenue of the Association for the year amounted to $164,064.28; cost of operation was $166,801.72; leaving a deficit of $2,737.44. Of the total expenditure $59,853.59 was spent on divisions and branches, the remaining $106,948.13 on maintaining the special and technical services of the head office, which are communicated to the membership at large chiefly by mail.

Industrial Canada.

Your monthly publication, INDUSTRIAL CANADA, has completed its twenty-first year with every indication of having attained a position of increasing influence and importance in the work of the Association. During the year improvements have been made both in the appearance and services of the magazine. A new and more artistic cover design was secured, and changes have been effected in the typographical arrangement which give the publication a more pleasing appearance. The use of high-grade coated stock has been continued, enabling our printers to produce a magazine that does credit to Canadian workmanship and makes it at the same time a product worthy of the high standards of our Association.

The staff has been increased during the year by the appointment of an assistant editor, and this has helped to extend and improve the services rendered in an editorial way by the publication. The editorial side is now better organized than ever before to handle the news of the Association, to prepare special articles bearing on the development of Canadian industry and to keep track of all the more important happenings in the field of manufacturing.

From the business standpoint, INDUSTRIAL CANADA'S twenty-first year has also been one of most satisfactory progress, as reference to the Treasurer's Report will indicate. The paper faced the new fiscal year with the financial burden of a sharp increase in circulation, due to the large membership gain of last year, and of increases in the cost of paper and of printing. Through an adjustment of the advertising rate schedule, and a strong campaign for new business, the management are able to show a profit comparable with that of the previous year. It is matter for congratulation that the paper's advertising has been so well maintained, in face of the depressed business of the past six months. While a number of our old advertisers have temporarily dropped out, or reduced the size of their advertisements, a most gratifying volume of new advertising has been secured, so that our net decrease in space, as compared with a year ago, is little over ten per cent. This speaks exceedingly well both for the high regard in which INDUSTRIAL CANADA is held by its advertisers and for the efficiency of its management.

"Made-in-Canada" Campaign.

When exchange on Canadian currency in the United States reached a record of 17¼ per cent. on December 1st, 1920, thus making the Canadian dollar worth 81⅞c. in United States funds, Canadians received an object lesson on the folly of purchasing unnecessarily abroad. While our money was at such a heavy discount in the United States thousands of our Canadian workers who were willing and able to produce most of the goods imported from the United States were out of employment because Canadian factories were forced to restrict operations through the lack of orders, and these unemployed men and women and their families were supported to some extent at the expense of the public, involving an additional burden on taxpayers. All these facts gave additional weight to the arguments used in the "Made-in-Canada" campaign, which is continuously waged by this Association. During the year, largely through the activity of our local members. "Made-in-Canada" campaigns were conducted in various cities and towns, and the movement obtained widespread support from public speakers and from the press. Details of the Association's campaign were communicated through circulars to the membership at large and, consequently, need not be recounted in this report, but your Committee takes this opportunity to urge the necessity of each and every one of our members making his plant a local organizing point to teach and practise the "Made-in-Canada" policy.

During the past year 219 meetings of trade groups have been held in the head office, in which forty different groups participated. In Montreal 112 meetings have been held, participated in by 37 different groups. In British Columbia 51 meetings have been held, and in the Maritime Division there have been two meetings, making a total of 384 trade section meetings during the year.

The primary motive of a good many of these meetings has been to give consideration to the fiscal policy of the country in its relationship to particular lines of industry, and on that account there has been unusual activity, the number of meetings of trade groups being greatly in excess of those held in any previous year. In many instances groups thus called together have been organized into permanent sections, some of which have since become very active and useful organizations, and others less active have set up the nucleus of an organization which may be called into activity as necessity may require, thus providing a means for prompt and efficient action in respect to questions of trade interest which so frequently arise.

There are now thirty sections of the Association, eight of which have been organized and authorized during the past year. In addition to these sections there are several trade associations which, while carrying on as separate entities in respect to matters bearing upon the trades in which they are interested, co-operate with the Association on matters of common interest.

The total number of trade sections and associations with which the parent Association is thus brought into touch is fifty-three, so that from the standpoint of harmonizing industrial thought on general questions it will be at once apparent that the department serves a very useful purpose.

The number of members interested in the trade sections of the Association approximates 800, thus bringing into activity in Association matters a large number of members who do not serve on the Association's general committees.

The department also functions as the distributor of information, having application to particular groups, arising out of legislation, governmental orders, rulings or any other matters affecting trade on subjects not covered by other departments of the Association.

During the coal crisis of 1920 many enquiries were received from members, and it became necessary to give a great deal of time to the collection and analysis of information on the subject. This work was covered by the Trade Sections Department, and as a result of the compilation of data and opinions respecting the coal situation, the department was enabled to render advice of considerable value to members, and in some cases where manufacturers were almost on the verge of closing down for lack of fuel, the department was able to place them in touch with sources of supply.

Inasmuch as trade sections are empowered to deal finally with matters of

trade interest, details of the department's activities are not published to the membership at large, except in such cases where matters of general interest are involved.

Fuel Supply.

The special committee appointed by the Association to investigate the possibility of Canada becoming practically independent of other countries for fuel has continued its work during the present year, and, in addition, has been able to submit some valuable information to the Special Committee of the House of Commons appointed at the last session to study the fuel supply of Canada.

Imperial Press Conference.

An event of outstanding importance during the past year was the Imperial Press Conference, which was attended by representatives of leading journals from all parts of the British Empire. The Association was represented on the Organizing Committee, which arranged their tour through Canada, and took advantage of the opportunity to bring to their attention the industrial progress of Canada, and, also, to arrange for visits to some of our leading Canadian industries.

Tariff Inquiry.

Your Committee co-operated with the Tariff Committee in arranging for the presentation of the Association's case on the tariff to the Committee of Cabinet Ministers, who conducted a series of tariff hearings throughout Canada last year, beginning in Winnipeg on September 14th, 1920. Your Committee also authorized the necessary expenditure to secure adequate publicity, through the medium of advertising, for the Association's tariff statement.

Trip to the West Indies.

Your Committee considered the advisability of arranging for a delegation to visit the West Indies, after the signing of the trade agreement between the West Indies and Canada. It was the opinion of your Committee that such a delegation should include representatives of all branches of Canadian production, but up till the present your Committee has not seen fit to recommend that any definite arrangements should be made.

Statement re Unemployment and Trade Conditions

Owing to the fact that false statements were being made to the effect that Canadian manufacturers were deliberately restricting production, your Committee authorized the preparation of a statement dealing with the reasons for unemployment and trade conditions, showing them to be due to unsettled trade conditions, to the falling off of demand from European consumers and to the increase in costs of production, including transportation and suggesting that unemployment might be alleviated if the amount of importations of goods from other countries were reduced. This statement was approved by the Executive Council and given wide publicity in the press, and had the effect, we think, of putting manufacturers in the proper light to the public.

Visits to Industrial Centres.

During the year your Committee tried the experiment of organizing a number of industrial tours. In Ontario, for example, four parties of manufacturers were organized, and twenty-one manufacturing cities and towns were visited. Your Committee believes that the results of these trips were beneficial, and have suggested that next year similar trips be organized by the committees of the various divisions.

Federation of British Industries

Your Committee beg to report that the arrangement entered into with the British Federation of Industries, and described in the Committee's report to the last annual general meeting, is producing satisfactory results, and we have found that our affiliation with this powerful body of British manufacturers has been beneficial.

Canadian Chamber of Commerce, London.

Your Committee have been in communication with parties in London who are planning to establish a Canadian Chamber of Commerce in London, England. The proposal has not yet taken definite shape, although we believe it has advanced considerably since our last annual meeting.

Your Committee have also been in correspondence with the Trade and Commerce Department of Canada in regard to the proposal, but the Committee feel that they are not yet in possession of sufficient information to recommend any definite action.

Made-in-Canada Train to France.

The proposal to send through France a train displaying goods made in Canada was revived during the year. Your Committee made the recommendation to Council, which was approved, that desirable as such a proposal might be, it was for the present time impracticable.

Industrial Research.

Attention is directed to the action of Parliament in passing legislation establishing a National Research Institute. The Association has urged for some time that this step should be taken, as there is no doubt ultimate benefit will accrue to industry and to the whole country.

It is recalled that the Dominion Government passed the Technical Education Act, operative towards the end of 1919, which provided that the sum of $10,000,000 would be expended on technical education in graduating amounts, beginning with $700,000 in 1920, increasing by $100,000 each year till 1924, and reaching $1,100,000 from 1924 till 1929. The amounts paid annually to the Provincial Government cannot exceed the amount spent by each Provincial Government during the year. For the year ending March 31st, 1920, there was available under the Act the sum of $700,000, but only $273,000 was paid the provinces under the above arrangement.

As this Association has for many years taken the lead in promoting technical education, the above statements can be viewed with considerable satisfaction.

Proposed Increase in Membership Fees.

All members of the Association have received copies of the Treasurer's notice of motion of amendment to the by-laws, which will be submitted at the last session of this annual general meeting, asking for authority to increase the membership fees of the Association.

The whole question was very thoroughly and carefully discussed by your Committee, and the Treasurer was asked to ascertain the personal views of the twenty members of your Committee in regard to the proposed increase. A preliminary report was made by the Treasurer, containing the results of his correspondence and interviews, but the Committee felt that the matter should be laid before all the executive committees of the five divisions. The Treasurer's statement was, therefore, submitted to the executive committees of the divisions and was considered by them.

Without going into detail, the result of the Treasurer's correspondence and the deliberations of the divisional committees showed an almost unanimous opinion in favor of a moderate increase in the fees, in order that the services of the Association to its members could be continued and increased. Consequently, on April 21st, your Committee unanimously decided to recommend to the Executive Council that the Treasurer should be asked to move an amendment to the by-laws permitting such an increase. The Executive Council, on the same date, unanimously approved this recommendation.

Meetings.

Last year was a very difficult one from an administrative point of view. The Association was extending very rapidly, not only through additions to membership but also through the enlargement of the scope of the various divisions. At the same time there was an unusual number of important things which had to be done, and these had to be carried out concurrently with our organization work. Our records show that the Executive Council and the various committees held 340 meetings in the head office during last year, in addition to the meetings held in the divisional and branch offices. About 750 of our members are serving on the various committees of the Association, giving their

time and energy to the promotion of industry and the welfare of the Association.

Circulars.

Owing to the great area of this country, it is inevitable that by far the greater part of the Association's work on behalf of the membership is conducted through the medium of correspondence and circulars. Over 36,000 typewritten letters were received by the head office last year and 49,000 typewritten letters were dispatched. In addition to this, our circular service has been greatly extended, in order to keep our members fully advised on matters which concerned them.

The following list contains some of the more important circulars issued from the head office last year, and indicates the wide field of subjects which are treated:

Workmen's Compensation Acts.
Bituminous Coal Situation.
Excise Taxes.
Minimum Wage Bills.
United States Government Tax on Freight Charges.
Proposed Increase in Freight and Express Rates.
Hydro-Electric Power.
Customs Tariff Inquiry.
Depreciated Currency.
Unemployment.
Sales Tax.
Federal Income Tax Law.
Review of Industrial Conditions.
Payment of Freight Charges on Shipments to or from United States Points.
"Made-in-Canada Campaign."
The Eight-Hour Day Bill.
Dominion Government Taxation.
Unlicensed Insurance — Proposal to Tax.
Proposed Freight Classification.
The Trend of Legislation.
Excise Tax Rulings and Regulations.

In conclusion, your Committee wish to express their appreciation for the loyal support which has been given them by the membership at large, without which it would have been impossible to carry on their work. In fact, the spirit of co-operation which exists among our members is one of the Association's most valuable assets.

All of which is respectfully submitted.

J. S. McKINNON, *President.* J. T. STIRRETT, *General Secretary.*

J. E. WALSH, *General Manager.*

Discussion of Report

J. F. M. Stewart, Toronto, emphasized the scope of the activities of the association, pointing out that there was very little that affected the interests of manufacturers in a serious way that did not come up in some shape or form before some of the committees or the Executive Council. He further streesed the fact that 750 manufacturers were cpending their time and money and giving the best that was in them for the common benefit. He appealed to members to seperate themselves as much as possible from their own business and take a broader outlook.

"I think this report," said Mr. Stewart, "while it only refers, in brief, to some of the things that came before the Council, indicates the importance of the organization with which we are identified, and the reports that will come on from the different committees supplementing what is given here should impress on each and every one of us the great and good work this organization is doing for this country of ours, and we should go back to our businesses more confirmed than ever in the opinion that this is an organization which every right-thinking patriotic manufacturer of this country should be identified with."

Thomas Roden, Toronto, referred briefly to the question of Industrial Research and to the action of the Senate in throwing out the bill for the establishment of a National Research Institute at Ottawa. He regarded this action as a great tragedy, as it meant that Canada was absolutely without any implements or equipment for carrying on research. It was important that Parliament should be wakened to this fact and reconsideration given to the matter.

J. P. Murray, Toronto, thought the manufacturers should do something for themselves and quoted an address by Lloyd Harris in which the latter had advocated that the work should be done as far away from Ottawa as possible and that several bureaux should be established.

W. H. Shapley, Toronto, took up the question of fuel supply and urged that this should not be overlooked. He referred to the progress that had been made in securing a greater use of Alberta coal in the north-west and thought that citizens generally and the association should present their views to the Government so that action will be taken.

J. B. Thomson, Vancouver, spoke of the cordial relations that existed between the head office and the B.C. Division. He referred to the abundant coal resources of Alberta and British Columbia and to the oil which he hoped would soon be available. He believed that the establishment of trade sections was a splendid way of getting more membership for the association.

W. G. Fraser, Winnipeg, referring to the fact that the revenue derived from the Prairie Division was out of proportion to the expense of running it, said that they appreciated the far-sighted policy of the head office in granting this leeway and he believed that in future years results would be shown which would amply justify the expense.

L. W. Simms, St. John, speaking for maritime manufacturers, said they were pleased with the way the head office looked after their interests in connection with freight rates, workmen's compensation, etc. The support they had received left nothing to be desired.

On motion of Paul E. Joubert, seconded by Cyrus A. Birge, the report of the Executive Committee was adopted.



C. M. A. Leaders from Coast to Coast

These are the heads of the five divisions of the Association,---L. W. Simms, Maritime; J. H. Fortier, Quebec; W. C. Coulter, Ontario; W. G. Fraser, Prairie; J. B. Thomson, British Columbia. The picture illustrates the widespread activities and unity of the Association

The Industrial Relations Committee

Review of Legislative and other matters affecting relations of employer and employee during year

THE Industrial Relations Committee has endeavored during the past year to carry out the policy laid down for this Department of the Association, viz.: "To study the broad questions affecting the relations between employers and employees and to collect and distribute information on these subjects which would be of interest to the members of the Association."

Among the questions which have engaged the attention of the Committee during the past year have been the following:

Resolutions re Labor Conditions, Etc., Passed at Washington International Labor Conference, November, 1919.

These resolutions or "draft conventions" fall into three groups:

1. Those relating to hours and conditions of labor, such as the 8-hour day, night work for women and young people, etc.

2. Those relating to employment and unemployment, such as the suppression of private employment agencies, a scheme of unemployment insurance, reciprocity of treatment of foreign workmen, and the reserving of the execution of public works for periods of unemployment.

3. Protection of workmen against certain industrial diseases such as anthrax, lead poisoning, etc.

It will be recalled that the draft conventions and recommendations passed at the Washington Conference were to be forwarded to every Government which was represented at the conference with a view to legislation being enacted to give effect thereto. There was, of course, no undertaking on the part of any Government which signed the Peace Treaty actually to pass such legislation. So far as Canada is concerned, the Dominion Government on receiving the draft conventions decided, roughly speaking, that the various conventions relating to hours and conditions of labor came within the jurisdiction of the provinces, while those relating to employment and unemployment and the prevention of industrial diseases were for the Dominion.

Your Committee went carefully into all these questions and decided on the following course of action:

1. To oppose vigorously any legislation giving effect to the following conventions:

(*a*) 8-hour day and 48-hour week.

(*b*) Unemployment insurance.

(*c*) The entire suppression of private employment agencies.

2. To endorse:

(*a*) The prohibition of employment of women six weeks before and six weeks after child birth.

(*b*) All reasonable restriction of night work for women.

(*c*) The reservation of the execution of public works for periods of unemployment.

NOTE:—

The arguments against the passing of any 8-hour day law (particularly in the case of a young country like Canada, side by side with a huge industrialized community like the United States, which has no intention of passing such a law), were put before the Washington conference in the clearest and most impressive way by the Association's representative, Mr. S. R. Parsons. It is unnecessary at this stage to do more than state that every argument used by Mr. Parsons at Washington in November, 1919, applies with equal force to-day.

With regard to unemployment insurance, your Committee, after looking carefully into the matter, concluded that the experience of the different countries which have tried unemployment insurance schemes goes to show that there is very great danger of doing more harm than good. Particularly in the case of a country like Canada, your Committee felt that with the exception of certain periods of depression such as the present, conditions in no way warrant the setting up of elaborate and costly machinery for which in normal times there is no need whatever.

As regards the suppression of private employment agencies, your Committee's recommendation was in favor of a centralized system of employment agencies under Government control, but not to the entire exclusion of private employment agencies.

Action Taken by Dominion and Provinces

As regards the subject-matters reserved to itself by the Dominion Government, viz., employment and unemployment, and the prevention of industrial diseases, the Dominion Government took the view that it already had sufficient powers under the Immigration Act and the Department of Health Act to give effect to all the Washington conventions with the exception of that relating to unemployment insurance. With regard to this latter question it should be pointed out that the speech from the throne at the opening of the present session contained a paragraph to the effect that "an investigation is being conducted by the Department of Labor into systems of unemployment insurance and old age pensions." These inquiries are still being pursued, but it is understood that no legislation will be introduced at the present session. Whether or not legislation may be expected at a later session, it is impossible to say.

As regards the various conventions relating to hours and conditions of labor which were declared to be for the provinces, it should be noted that while many of the provinces already have legislation which is in line with some of the less important conventions, such as night work for women, and fixing the age for the employment of children in industry at fourteen, no province has passed any 8-hour day law. It is true that 8-hour day bills were introduced in several of the Legislatures, including Ontario and Manitoba, but they were not Government measures and were not seriously pressed. Your Committee felt, however, that no chances should be taken, and a strong circular was issued, pointing out the unwisdom of passing such legislation. The attitude of the Provincial Governments on this question seems to be that it is impossible for any one province to pass such legislation in advance of the other provinces. This view is concurred in by practically all the labor leaders. Several of the Provincial Governments are understood to be in favor of a Dominion-Provincial conference on the subject, not merely of the 8-hour day, but also unemployment insurance and old age pensions.

Action Taken by Other Countries on the Washington Conventions.

While practically none of the countries which signed the Peace Treaty have definitely refused to pass legislation to give effect to the Washington conventions, there are only one or two which have got beyond the stage of submitting bills to their respective Parliaments. The only country which has ratified the various conditions in the form in which they were passed, is Greece. In the matter of the most important of the conventions, viz., that relating to the 8-hour day and 48-hour week, the only countries which have made much progress are Great Britain, France, Denmark, Switzerland and Holland. It may be noted incidentally that the experience in France and Denmark has been that the falling off in production has been in almost exact ratio to the reduction in hours. The conventions as to the employment of women during the night and fixing the maximum age for children in industry have been ratified by Great Britain and Greece, and in most of the other countries the necessary legislation has been prepared and is before the various Parliaments. As regards the draft conventions relating to unemployment and reciprocity of treatment of foreign workers, while bills have been introduced in most of the Parliaments, practically none of them has yet become law.

The Labor clauses of the Peace Treaty provided, among other things, for the

setting up of a panel composed of equal numbers of representatives of employers, workers and the public, from which might be chosen a Board of three to investigate and report on any infraction of any legislation enacted to give effect to conventions passed by an International Labor conference. At the request of the Dominion Government, your Committee nominated Mr. S. R. Parsons, but in communicating his name to the Minister of Labor your Committee intimated that the Association should not be taken as believing in the desirability or the practicability of the method proposed to be followed by such Commission of Inquiry. The Minister of Labor replied that this comment would be brought to the attention of the Director of the International Labor office. It may be mentioned that the other Canadian representatives on the panel will be Mr. Justice Duff of the Supreme Court of Canada, and Mr. Jos. Gibbons, of the Street Railway Employees' Association, Toronto.

International Labor Conference, Geneva, 1921

The International Labor Conference, it will be recalled, is supposed to be held annually, but for some reason it was not convened in 1920, and the 1921 conference has been postponed from April to October. The agenda for this conference shows that the chief business will be the application of tne Washington conventions to agriculture. In view of this fact the Minister of Labor suggested that the Association should co-operate with the Canadian Council of Agriculture with a view to agreeing on a delegate who might represent both agricultural and industrial interests. This your Committee endeavored to do, but it was found that the Council of Agriculture considered that their interests should be represented by a separate delegate.

Proposal to Hold a Second National Industrial Conference

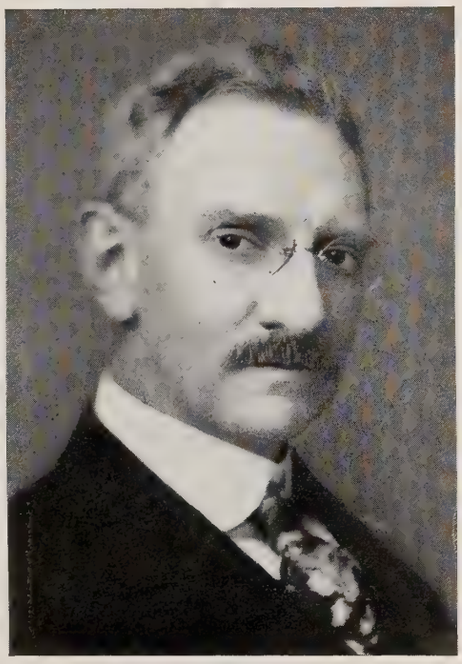
At various times during the summer and autumn of 1920 it was proposed by the leaders of organized labor that there should be held a second National Industrial Conference similar to that held at Ottawa in September, 1919. It was not felt, however, by your Committee that such a conference would serve any useful purpose and upon this view being communicated to the Minister of Labor the proposal was not pressed, particularly as the Minister was very much occupied with the Tariff Inquiry and other matters.

Conference on Industrial Relations Held at Ottawa, February 21st-22nd

This conference was called by Senator Robertson and was attended by representatives of a number of the larger employing companies in Canada, which have established Joint Councils. Addresses were made on various phases of the question of Joint Councils, such as the value of personnel work, the effect of Joint Councils on output, shop magazines, and the general improvement in relations between employers and employees brought about through Joint Councils. A suggestion was made that a Canadian Industrial Relations Council should be formed to gather information and to arrange, if possible, for annual gatherings similar to the conference. Nothing of this kind was done, however, the conference contenting itself with passing a vote of thanks to the Minister of Labor.

Unemployment in Canada

The past autumn and winter have, of course, seen very serious trade depression and unemployment. At the beginning of this period many labor leaders,



C. H. Carlisle

Goodyear Tire & Rubber Goods Co. of Canada, Limited.
Chairman, Industrial Relations Committee, 1921 - 1922.

even some of the supposedly more responsible men, took the view that the depression was being deliberately engineered by employers in order to be able to dismiss their employees and re-engage them at lower rates of pay. As the depression became worse, the falsehood of this accusation became so apparent that it was to some extent dropped, but it has never been formally retracted and there is no doubt that it has done great mischief in the way of stirring up discontent and bitterness. Your committee took part in a conference at Toronto in December, which was arranged at the request of the Dominion Minister of Labor for the purpose of seeing what could be done to bring about increased activity in the building trade. A full and frank discussion took place in the course of which it was pointed out to the Minister that the chief obstacle to activity in the building trade was not so much the high prices of materials as the high rates of wages. Thus it was pointed out that fully 80 per cent. of the final cost of building represents actual "pay envelope." In these circumstances it was clear that no improvement could be expected unless, and until the workmen instead of demanding increases should be willing to accept reasonable reductions. At the time of the December conference it was hoped and expected that the spring would see the usual increase of activity in the building trade and that, as a result of the consequent activity in other trades, more and more men would be employed and the unemployment problem would cease to exist. As a matter of fact, of course, what has happened has been, first, that the wage demands have not moderated, at any rate sufficiently to give any real impetus to the building industry, and, second, many hundreds of men who were kept at work all winter manufacturing goods for which there was no demand, in the hope that orders would come in the spring, have been reluctantly discharged by their employers because the anticipated orders could not be secured. Thus on May 1st there were many thousand more men out of employment in Canada than on the 1st of January.

Building Trades Conference, Ottawa, May 3rd-5th

Partly, no doubt, as a result of the feeling that building is a key industry and that increased activity in building would lead to activity in many other branches of industry, the Dominion Minister of Labor called a conference of representatives of the employers and employees in the building trades. Among the subjects discussed were:

1. Joint Councils.
2. Conditions of employment.
3. Cost of production.
4. Apprenticeship and craftsmanship.

It is hoped that much good may come out of this conference in the way of more reasonable wage demands and also in the way of the education of public opinion as to the real cause of want of activity in the building trades.

Industrial Relations Department Bulletin Service

Your Committee has authorized the inauguration of a bulletin service to be carried out by the Department. This bulletin, which will be issued from time to time as circumstances warrant, will endeavor to give our members the latest news as to developments in the sphere of industrial relations both in Canada and United States, and in Europe. The Department has available for this service not only Government statistics and reports from many employers' associations, but also the daily bulletins and the many reports and studies issued by the International Labor office at Geneva. In this connection it may be noted that copies of a very complete memorandum issued by the Dominion Labor Depart-

ment on wages and hours of labor in Canada from 1901 to 1920, were sent to the entire membership of the Association. This memorandum contained tables showing the changes in rates of wages and hours of labor in the building trades, metal trades, printing trades, steam railways and street railways.

Labor Conditions

Your Committee are convinced that the extremists and the radicals in the ranks of labor carry even less weight than they did a year ago. The widespread belief on the part of the public that the high wages exacted by labor during the war are to a great extent the cause of the high cost of living has undoubtedly had its effect on the workmen, in the way of more moderate wage demands and greater efficiency. In this connection some reference should be made to the "Open Shop" movement in the United States, a movement which is supported by the Chambers of Commerce of 1,300 cities and towns and which undoubtedly has the sympathy of the great mass of the general public. Your Committee feel that this movement is bound to have a far-reaching effect in this country, particularly at a time when we are faced with the problem of dealing with one of the greatest obstacles to the lowering of prices and the development of industry, viz., the "Closed Shop" in transportation.

All of which is respectfully submitted,

C. H. CARLISLE, *Chairman.*
H. W. MACDONNELL, *Secretary Industrial Relations Department.*

Discussion of Report

S. R. Parsons, Toronto, as a member of the committee, moved the adoption of the report. After referring to the great and increasing importance of the work of the committee, he said in part:—

"You know it is quite common Mr. President, to hear remarks made that there is a sort of great gulf fixed between employers and employees, and we know that there are a great many people whose business it is to present that view of the situation, and yet as manufacturers assembled here to-day, when we look at the individual units of industry, when we look at the plants with which we are connected and the plants that we know something of, I ask where is the unrest and where is this great difficulty which is made so much of in many quarters in connection with our public and social life to-day? Only here and there are there evidences, when we come to the individual plants, of any trouble. There is hardly a strike at the present time in our country and yet almost from one end of the country to the other you hear about the unrest and disquiet and fighting that is going on between employer and employees. There must be some reason for all this, and the only reason that suggests itself to my mind is that this great army of men who are employed in setting out that such conditions prevail would lose their jobs if they were not engaged in the propaganda which takes all their thought and attention and in which they are trying to engage themselves.

"There is one thing that I think also should be stated and that is this, that unorganized labor has hardly any representation in the country. Now, when you consider that the great mass of labor is unorganized labor, it appears to me that the manufacturers, the employers have got to speak for all labor. What I mean to say is this, while we hear a great deal of the difficulties that there are between employers and employees, and we know that these are made very much of as I have stated, at the same time employers themselves have to deal with this question and we know that there is not a single employer in attendance at this convention to-day who perhaps does not give his first thought to the matter of the good relations between himself and those who are employed by him. (Hear, hear). That more and more is the spirit which must prevail, and it seems to me therefore that the Industrial Relations Committee has an opportunity before it of doing a great deal of good work.

"Reference has been made in the report to the open shop which is making such tremendous headway in the United States, and I think we might well ask the question why has it been possible for this movement to have obtained in a comparatively short time such great headway. I think the answer is quite clear. Those who heard Mr. Gompers, the President of the American Federation of labor, speak recently in Toronto, will remember that when he referred to the Steel Corporation he used these words in referring to them, 'The autocracy of industry.' Well, now, I haven't any brief to speak for the United States Steel Corporation, but I do know that the United States Steel Corporation has 50,000 shareholders of its own men, and I know that the United States Steel Corporation has spent $70,000,000 in welfare work, but they are not organized, they are not unionized, therefore the President of the American Federation of Labor speaks of them as the autocracy of industry. I would like to know what about the autocracy of labor? I would like to know what about the tyranny of labor? I would like to know what in Toronto and other Canadian cities is the cause of our printers being out on strike to-day when they say themselves, as they did say in one of the largest concerns in Toronto,—they said, 'We haven't anything to do with whether we like the matter of the hours of labor or conditions of work, we have our orders from Washington to strike and we will have to strike, that is all.' And I believe, Mr. President, that what has brought about the open shop has just been that sort of condition in labor circles during the past few years which has tied up industry more or less and which has made uncertain its movements and difficult its operation."

Mr. Parsons here introduced as illustration the Boston policemen's strike, the coal strike and the steel strike and said that they had done more than anything else to bring about the open shop movement in the United States. Men had a perfect right to organize and form themselves into unions but they also had a perfect right not to organize and not to belong to unions and that was the attitude taken by the Association.

Referring to the movement for an 8-hour day, Mr. Parsons showed that the eight-hour day, where it had been introduced, had not been considered satisfactory, and very few countries of any importance had introduced it. It was not because there was any desire to deny to workingmen reasonable hours of work but because, by legislation, it was proposed to create an artificial day which would apply to all classes of workers irrespective of the kind of work they were engaged in.

"This whole question is fraught with difficulties. We need to handle it carefully; we need to consider the interests of the men. I believe in doing everything, Mr. Chairman, that can fairly be done to make the lot of our workers happier. Personally in the industry with which I am connected we have a joint committee composed of equal numbers of the men and representatives of the company, and that joint committee has to do with wages, conditions of work, employment and discharge, sick benefits, funeral benefits, insurance for every man connected with the business and all such matters. But I do object and I think we all object to having our affairs run by organizations outside of our business. (Hear, hear). We believe in collective bargaining, and at the National Industrial Conference we agreed that there should be collective bargaining, but this is the collective bargaining we agreed to and that we believe in, that in each individual unit of industry concerned where there might be ten trades represented, that the representatives of those ten trades should be able to come to the management and should bargain for wages and all other conditions within their own plant. And this also is in accordance with the second Industrial Committee's report that was formed by President Wilson, and the chief plank in the platform being that where a dispute occurs in an individual plant it should be settled in that plant; and that report, let me say, gentlemen, was a unanimous report of 17 of the best men that President Wilson could get together in the United States, irrespective of their affiliations, and it was presided over by Secretary Wilson, the Minister of Labor, if we may call him such, in the Wilson Cabinet. Of course they go on to say that where such dispute occurs and it cannot be settled in the individual plant then they set up regional boards

(Continued on page 141)

Report of the Insurance Committee

Several matters of special interest to manufacturers in connection with insurance have been considered

YOUR committee beg to report on the following insurance matters affecting manufacturing:—

Proposal to Tax Unlicensed Insurance.

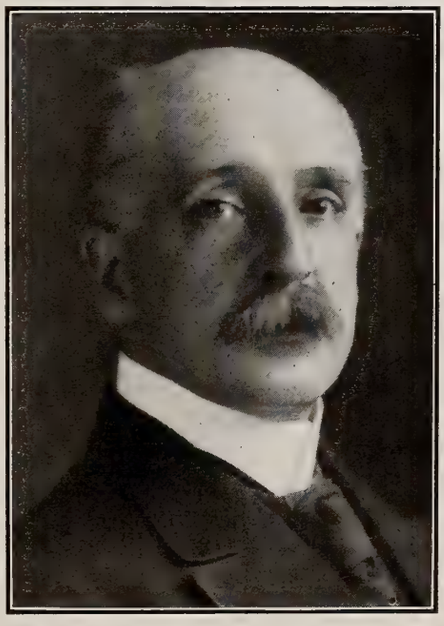
During the present session of Parliament, the Minister of Finance gave notice of the following resolution regarding the amendment of the Insurance Act, the ninth section of the proposed amendment reading as follows:

"That sub-section 2 of section 129, relating to annual returns of insurance in unlicensed fire insurance companies, be amended by adding a provision that in the case of any insurance against fire on property situated in Canada effected in any unlicensed insurance company, the person effecting such insurance shall pay to the Minister of Finance for consolidated revenue fund a sum equal to fifteen per cent. of the total net cost of such insurance so effected, but not to exceed in any case fifteen cents for each hundred dollars of insurance for one year, or a proportionate sum for any longer or shorter period."

The Association, following the policy adopted on previous occasions when similar legislative suggestions have been proposed, recorded its opposition with the Dominion Government. The argument used is summarized briefly as follows:

In the year 1910 a committee of the Senate made very thorough investigations into the subject, hearing evidence from interested parties of all shades of opinion. The committee in question arrived at the conclusion that any tax on premiums paid to unlicensed companies would be entirely undesirable. Little change, if any, has taken place in conditions since that time, and this Association is still unalterably opposed to any such tax.

At the instance of the Ontario Government, the Hon. C. A. Masten made a very exhaustive enquiry into insurance conditions in Ontario, and stated in his report that a tax on premiums paid to unlicensed companies would tend to lessen competition, giving it as his opinion that nothing should be done which would hamper or discourage the competition which now exists. At that time the tax suggested to him by the licensed companies was one of only five per cent. The Association has sometimes been charged with inconsistency in supporting the doctrine of tariff protection for manufacturing while opposing the suggestion to tax unlicensed insurance, which insurance companies say is necessary for the protection of the insurance business. The answer to this is that the Association considers the present laws of Canada give the insurance business in Canada a very large measure of protection at the present time. The Dominion Blue Book for the year 1919 shows that, of the insurance on property situated in Canada, no less than 93.81 per cent. was placed with licensed companies, leaving only a percentage of 6.19 which was placed with unlicensed companies. Manufacturers are not given a degree of tariff protection which assures them 93 per cent. of the home market for manufactured goods, and if they had this degree of protection, your committee believes they would consider they were very fortunately situated. The Association has taken the position that a little over six per cent. of competition is none too much in the insurance business.



Arthur Hewitt

Consumers Gas Co. of Toronto, Limited
Chairman, Insurance Committee, 1920-21
Re-elected for 1921-22

Although the proportion of insurance placed with unlicensed companies is so small, the value of the existence of such competition can hardly be exaggerated. It has not only been responsible for the maintenance of reasonable rates, but has been a most important factor in the reduction of the fire waste in this country. The growth of the use of automatic sprinklers and other fire preventive appliances is very largely due to the encouragement given by unlicensed companies. The imposition of any tax on premiums paid to such companies would have the effect of depriving the Canadian property owner of the relief to which he now has access in the event of injustice on the part of the licensed companies.

Insurance companies licensed to transact insurance in Canada are subject to taxation for the privilege of carrying on a profitable business. Banks are also taxed for the same prviilege, but no one has so far had the temerity to suggest that a Canadian borrowing money from a bank in New York should be made to pay a tax on the amount borrowed. Indeed, licensed insurance companies are already protected to a far greater extent than any manufacturer in Canada. No unlicensed company may open an office here, solicit business, inspect a risk or even adjust a loss. A Canadian who wishes to introduce competition into his insurance affairs must himself approach the unlicensed companies outside of Canada.

The amount of revenue resulting from the tax proposed would be negligible, since taxation would automatically eliminate a very large proportion of unlicensed insurance. During the year 1919 insurance on Canadian property placed with unlicensed companies amounted to $360,733,137. Of this amount approximately $200,000,000 was placed with New England Mutual companies at an average net rate of about ten cents per $100. This insurance might be expected to survive, since the tax of fifteen per cent. on the net cost would not offset the other advantages which these companies offer. A tax of fifteen per cent. on the net premiums would therefore yield a revenue of about $30,000. Of the remaining insurance placed with unlicensed companies, the only part which would survive would be the comparatively very small proportion which is now placed with lumber mutual companies and reciprocal associations. The remainder would undoubtedly cease to be placed abroad, as all incentive would be removed.

Under these circumstances your committee felt justified in recommending that the Association oppose the proposal to place a tax on unlicensed insurance.

Conference of Insurance Superintendents, 1920.

Acting on instructions from your Committee, the Manager of the Association's Insurance Department, attended the conference of Provincial Superintendents of Insurance in Winnipeg, October, 1920.

One of the items on the agenda was the examination of revised statutory conditions of fire insurance policies which had been brought up by the Commission for uniform legislation. At the present time each of the provinces, with one or two exceptions, have different statutory fire insurance policy conditions and the aim and object is to have uniform statutory conditions throughout Canada. This proposal is not put forward by the fire insurance companies although they are in favor of it, but it is recognized that it will be an advantage to all concerned to have uniform conditions. As this proposal affects manufacturers

throughout Canada, your Committee are giving it careful consideration.

At the conference it was suggested that in the sections outlining risks which should be covered under fire insurance policies, the insurance companies should be held not liable for damage to a building ordered destroyed by public authorities in order to check conflagration. Our Insurance Manager successfully opposed this recommendation on the ground that when such a case arose the building in question would likely be destroyed by fire in any case and that, therefore, the insuring companies should not be relieved of liability because the risk happened to be blown up instead of being burned down. It was also pointed out that the destruction of the building would undoubtedly help to safeguard other risks in which the insuring companies were interested and that, therefore, they, and not the insured, should stand the loss resulting from the destruction.

The representatives of the insurance companies also demanded that they should not be held liable for theft. The position our representative successfully maintained was that loss by theft consequent from fire was as much an indirect loss by fire as water damage.

Ontario Insurance Act—Proposed Amendments.

Your Committee authorized that representation should be made in opposition to a Bill amending the Ontario Insurance Act, which would have the effect of establishing the following three principles which were thought to be injurious to business:—

(1) The power of the Government to limit the remuneration received by a company or an individual for services rendered.

(2) The power of the Government to compel a company wishing to do business in Ontario, to open a branch office here and pay their representatives on a salary basis only.

(3) The power of the Government to prohibit the salaried representative of an insurance company from even holding stock in another company transacting an agency business, which could, of course, be carried to a very pernicious extent.

On the recommendation of your Committee the Executive Council authorized the submission of a brief to the Ontario Government pointing out the objectionable features of the proposed legislation. The Bill was withdrawn and referred to a Standing Committee on Legislation for further consideration following the adjournment of the Legislature.

Insurance Results for Year 1920.

The following data compiled from the valuable statistics collected by the *Monetary Times* are, your Committee feel, well worth recording on this report:

Total Fire Insurance Income for Canada.

	1919.	1920.
Net premiums	$40,031,474	$54,776,032
Net am't at risk	4.923,024,381	5,971,330,272
Net losses	16,778,373	24,720,880

Divided by provinces the above figures indicate:

	Net Premiums.	Net Losses
Alberta	$3,983,076	$1,374,450
British Columbia.	5,470,568	1,655,671
Manitoba	4,235,484	1,735,975
New Brunswick ..	2,812,096	1,862,803
Nova Scotia	2,958,370	2,061,658
Ontario	18,187,380	6,999,277
P. E. Island	238,610	84,291
Quebec	12,460,374	7,098,162
Saskatchewan	4,346,405	1,786,016
Yukon	6,938	5,283
All Canada	$54,776,032	$24,720,880

The following four years' record of lives and property lost, which does not include forest fires and lives lost therein, emphasizes the serious need of co-operation to reduce this terrible waste, which is appalling when we add the loss by forest fires. In this connection your Committee has continued the policy of the Association in supporting the work of the Provincial Fire Marshal and Fire Prevention Associations which aim at the reduction of fire losses either by legislative restriction or through education.

Year	Lives lost.	Property destroyed.	Loss per capita.
1917 ...	217	$20,086,085	$2 60
1918 ...	241	31,815,844	4 11
1919 ...	225	23,207,647	2 90
1920 ...	224	27,371,574	3 42

The Chronicle of Montreal publishes the following interesting table indicating improved fire loss ratio over a term of twenty-two years:

Year.	Premiums.	Losses.	Percentage of losses to premium.
1899 .	$7,910,492	$4,552,161	57.75
1900 .	8,331,948	8,078,931	97.00
1901 .	9,650,348	6,783,617	70.29
1902 .	10,577,084	4,288,562	40.54
1903 .	11,384,762	5,799,279	50.94
1904 .	13,169,882	14,191,847	107.76
1905 .	14,285,671	6,185,612	43.30
1906 .	14,687,963	6,863,829	46.73
1907 .	16.122,922	8,742,994	54.23
1908 .	17,572,113	10,347,567	58.88
1909 .	17,049,464	8,604,477	50.47
1910 .	18,725,531	10,931,918	58.38
1911 .	20,575,255	10,810,929	52.54
1912 .	23,194,518	11,855,704	51.11
1913 .	25,745,947	14,601,148	56.71
1914 .	27,499,158	15,899,218	57.82
1915 .	26,474,833	13,654,463	51.57
1916 .	27,783,852	16,308,270	58.69
1917 .	31,246,530	17,734,444	56.76
1918 .	35,954,405	18,204,160	50.63
1919 .	40,031,474	16,778,373	41.91
1920 .	50,565,856	22,931,529	45.35

The Hon. Justice Masten's Insurance Report, as noted in last year's Insurance Report, among other recommendations contained a clause "that insurance companies should be required to keep records in such a way as to classify all business transacted so that the profit or loss on each class of risk may exercise an effect on the insurance rate of each class." We are pleased to report that a start has been made in this direction by the Superintendent of the Insurance Department at Ottawa, who this year is having all companies registered with his Department keep classification of business month by month under twenty-eight headings. Unfortunately this classification is very meagre and will, in the opinion of your Insurance Department, not accomplish the results desired, but it is a beginning and the Superintendent of Insurance intimates that his classification for 1922 will be more elaborate, but it is too late to do anything further this year.

Group Life Insurance.

Group Life Insurance, which your Committee were able to report last year as having recently become available to manufacturers largely through the activities of your Insurance Department, has in the last twelve months become a real factor in the business world. Up to December 31st, 1920, the total net premiums paid for this class of insurance amounted to $646,001. Three hundred and seventy-seven policies were written, representing a total insurance in force of $79,688,178. Claims on some amounted to $295,768.

Your Insurance Department co-operated with a great many manufacturers in the preparation of group contracts besides discussing and explaining the contract to numerous others both by mail and personal visits. The Department were also instrumental in persuading the Canadian companies writing this class of business to revise their rates and forms of contract so as to conform with the United States companies, who at the first had practically a monopoly of the business. At present there are eleven life insurance companies who are writing group insurance.

The form of contract and the advantages claimed for this class of insurance are now familiar to all manufacturers and therefore are not set forth in this report. It is interesting to note, however, that the sphere of group insurance has now been extended to cover accident and sickness insurance and that the group life contract can now be augmented with group pension fund insurance, many of the life insurance companies being willing to work out a scheme to meet the needs of any insurer. Under this contract sickness from any cause is covered and disability resulting from accidents which do not arise out of employment, the reason for the latter being that many of the provinces have compensation laws providing benefits to



Stalwarts from Hamilton who attended the Quebec Convention

From left to right,—G. H. Douglas, Alf. Neighorn, (of Montreal but a native of Hamilton), Geo. T. Dunn, Robert Hobson, D. G. Griffith, Chas. N. Ritchie, J. A. McMahon, Cyrus A. Birge, Wallace Lees, C. A. McMahon, J. W. Millard, Bruce Harvey, W. R. McNeil, A. L. Page, W. F. Morgan-Dean, Mr. Wood, (formerly of Hamilton), H. E. Waterman

employees for disabilities from accidents sustained during the course of employment.

Insurance Department's Services.

Your Committee wish to point out that the Insurance Department of the Association, which is managed by Messrs. Willis, Faber and Company, Limited, insurance brokers, is prepared to give a variety of services to our members in any part of Canada. These services include the examination of policies, suggestions in regard to contracts, confidential reports regarding the standing of insurance companies and general advice on insurance matters.

During the past year the Insurance Department has given services to members on 268 occasions and has been consulted by about 160 members in all.

The following table shows the various kinds of services given by the Insurance Department and the number of times each kind of service was given:—

Examination of policies and policy wordings	54
Rates	49
Automatic sprinkler equipment	23
Standing of companies	22
Inspection service	72
Construction advice	7
General	4
Group life insurance	8
Insurance values	26
Loss adjustments	3
Total	268

All of which is respectfully submitted,

ARTHUR HEWITT, *Chairman.* J. T. STIRRETT, *General Secretary.*

J. E. WALSH, *General Manager.*

Discussion of Report

W. H. Shapley, Toronto, in moving adoption of the report, said insurance was a subject that every manufacturer should be vitally interested in. He believed that at least half the fire loss could be prevented if the necessary effort were put forth. He considered that they were paying an altogether exhorbitant price for insurance and this weighed heavily on the smaller manufacturers who did not have sprinkler systems. The important thing was to get the fire losses down and then get costs of insurance down to where they should be.

H. W. Fleury, Aurora, seconded the motion and expressed the view that the great need was education. He thought there was a wider interest in the subject on the part of members of the C.M.A. and others, but still the very high fire loss showed that not enough interest was being taken. The only thing to do was to make a strong appeal to the members to give attention to the matter.

J. P. Murray, Toronto, referred to the value of thorough and competent inspection service, such as that given by the New England Mutuals, and gave an instance of the kind of service rendered.

S. R. Parsons, Toronto, thought it unfair to send out the report with the table of net premiums and net losses without showing at the same time the cost of doing business. The average cost was nearly 35 per cent. and profits were really very small.

W. S. Fisher, St. John, considered 35 per cent., if that was actually the cost of doing business, a very enormous loading up, and thought there were too many agents. If it were possible to get the 35 per cent. down to a normal amount, there would be a pretty wide margin left and if there was any means of bringing down the cost it should be done. He endorsed the educative work of the committee.

S. R. Parsons said that every insurance company in the Dominion was trying to reduce costs but competition has entered so largely into the business, as it has into every other business, that rates have had to be largely increased. Insurance companies were trying to reduce commissions, but it was a difficult situation.

J. T. Stirrett, general secretary, explained, with reference to the statistics of premiums and losses, that it was not the committee's intention to have any deductions made from the figures as to profits. They were merely intended to be standard statistics showing the ratio of premiums to losses.

Industrial Relations Committee's Report

(Continued from page 138)

of enquiry and conciliation and so on to try and settle it.

"The next point that they emphasize in their report is the need of some sort of co-operative agencies or committees in each individual plant, which many of us have and I believe are growing. Now don't let any mistake go out or let us be misunderstood in this annual meeting. Let us state again, we have no objection to our work people organizing; they have a right to organize. We have also to consider the great body of unorganized workers and to put them on a fair footing. But what we as employers are concerned in is to do the right thing with every man who works in our place regardless of whether he belongs to this organization, that organization, this church or that church, or if he does not belong to any of them. It seems to me that, if we state that position clearly, we will be understood."

Report of Legislation Committee

Federal and Provincial Legislation of the year Affecting Manufacturers is Reviewed in detail

YOUR Legislation Committee has pleasure in submitting its report on the work of the Legal Department for the past year, in the hope that the results secured will prove beneficial.

FEDERAL

Company Licensing Cases.

The decision of the Privy Council in the three test cases in which appeal was made by a number of Dominion companies, members of the Association, was given on the 25th February, 1921, bringing to an end some twelve years' litigation on the question of the status and powers of Dominion companies. The present judgment lays it down that the provincial acts in force in Ontario, Manitoba, and Saskatchewan, in so far as they purport to apply to the appellant companies respectively, are *ultra vires* of the provincial legislatures in each case, and that these companies are not precluded by reason of not having been licensed or registered under those Acts from carrying on business and exercising their powers in the three provinces, and are not liable to the penalties prescribed for having so carried on business and exercised their powers. At the same time the Privy Council have decided that the Mortmain Acts passed by Ontario and British Columbia, prohibiting any company from acquiring or holding land, without a license in Mortmain, are valid, and have gone on to say that it is within the power of the other Provinces to pass similar Mortmain Acts. The question therefore arises whether or not a Province which compels a Dominion company to pay more than a nominal fee for such license in Mortmain—companies incorporating or becoming licensed in Ontario get this license in Mortmain without any additional charge—is illegally discriminating against such Dominion companies. This is one point on which the Privy Council's judgment throws no light, as it simply declares that the Mortmain Acts are *intra vires* without saying whether the province, in enforcing such Acts, may do what amounts to discrimination against Dominion companies. Another respect in which the Provinces have simply been confirmed in rights which they have always claimed, is that of the imposing, on Dominion as on other companies, of direct taxation for provincial purposes, with the result that Dominion companies are, in that respect, in the same position as before.

Immediately on receipt of the judgment of the Privy Council in these test cases your Legislation Committee proceeded to carry out the programme which had been decided on at the time the Canadian Supreme Court judgment was given, namely, to arrange for a conference of representatives of the Dominion and Provincial Governments so that an understanding may, if possible, be arrived at on the three questions which are still outstanding:

(1) The terms on which licenses in Mortmain are to be granted;

(2) The adoption of some uniform system of taxing Dominion companies;

(3) The refunding of license fees illegally collected from Dominion companies.

At the last session of the Ontario Legislature an amendment of the Mortmain and Charitable Uses Act was passed providing that the Lieutenant Governor in Council may make regulations as to the terms on which licenses in Mortmain may be granted; and also an amendment of the Ontario Companies' Act was enacted, particularizing the form of annual returns required to be made of the affairs of corporations to the provincial authorities of Ontario.



C. J. MacFarlane
Canadian General Electric Co., Limited
Chairman, 1920-21, Legislation Committee
Re-elected for 1921-22

Bankruptcy Act.

The Federal Bankruptcy Act which was enacted in the 1919 session became operative on 1st July, 1920. The Act is yet comparatively new and its full effect on business has not been felt. The measure has obvious advantages over the insolvency laws which were enacted by the provinces to help meet a want occasioned by the absence of bankruptcy legislation, and as its scope generally becomes clear, recourse will undoubtedly be had to it by honest traders whose assets do not equal their liabilities.

Bankruptcy proceedings usually apply only to the estates of individuals. Under the Act, however, companies may be wound up, except banks, insurance, trust, loan and railway companies, and building societies having a capital stock. This applies, of course, only to companies which are insolvent.

The objects of enacting bankruptcy legislation are to obtain uniformity of law and practice in all of the provinces, to relieve honest debtors of liabilities beyond their means, and thus give them an opportunity to make a fresh start, and to introduce a cheap and expeditious method of closing out insolvent estates.

So far as uniformity of procedure is concerned, the Bankruptcy Act has accomplished this. The same law now prevails all over the Dominion. Uniform rules of practice have also been drafted and put into effect and honest debtors who surrender all their assets for the benefit of their creditors may be assured of tolerant and fair treatment from the several judges who have been appointed to administer the measure. As regards expense, the charges are now governed by a tariff.

It is in the case of defunct companies, however, the affairs of which have often been complicated, that heavy costs have usually been incurred in the past. Win or lose, litigation is always costly. Under the Bankruptcy Act, it is possible to eliminate considerable legal expense in the winding up of companies. The trustee has much greater powers than a liquidator appointed under the Winding Up Act, and he may, with the approval of the creditors, or the inspectors appointed by them, settle by compromise many matters on which it has been usual in the past for legal minds to deliberate.

On the suggestion of certain mercantile and financial interests, a further amending Bill has been introduced in the present session as a Government measure, dealing in the main with points of administration, which presents no objectionable features.

In the meantime the Act deserves favorable consideration. It will tend not only to the keeping of better records, but to the promotion of a spirit of greater honesty in business. When a man finds that he is losing ground, that his assets are not equal to his liabilities, the tendency will be for him to surrender his estate to his creditors if sound re-organization cannot be effected.

Patents and Copyrights.

A further Bill has been introduced in the present session by the Minister of Trade and Commerce, to amend the Acts relating to Patents of Invention. As introduced, the Bill is a consolidation as well as an amendment, and brings up the whole matter of the Patents Act. But certain bodies and individuals, having asked that unless ab-

solutely necessary, the Bill should not be gone on with this year as they wished to have more time for consideration and discussion of some points in the Bill, the Minister accordingly agreed to drop the Bill, but introduced a short Bill amending, but not consolidating the Patent Act, with a view to take advantage of certain reciprocal provisions under the U.S. law.

A Bill to amend and consolidate the law relating to copyrights was also introduced by the Minister of Justice, and at the time of this writing was referred to a Special Committee of the House. Meantime carefully considered amendments with respect to copyright protection to gramaphone records, films and lithographs were submitted on behalf of members interested.

Trade Marks and Designs.

A Bill to amend the Trade Mark and Design Act was introduced by the Minister of Trade and Commerce, but being co-related in terms and subsidiary to the Patents Act, was also dropped.

Combines and Fair Prices Act.

The Board of Commerce, which was appointed to meet temporary war conditions, was charged with the general administration of the Combines and Fair Prices Act, 1919, which was enacted to provide machinery for the investigation and restraint of combines, monopolies, trusts and mergers and to restrain the enhancement of prices of commodities. The Board still exists under the Statutes, but the organization has now been reduced to a minimum.

Doubts being early expressed as to the status and powers of the Board of Commerce, it will be recalled that the Board submitted a stated case to the Supreme Court of Canada to determine whether, in fact, Parliament had power to create the Board of Commerce. The Association was represented on the argument by Mr. W. N. Tilley, K.C., as special counsel.

Upon whether the Board of Commerce had a right to function, the Supreme Court was equally divided and the case was appealed to the Privy Council. The present situation was considered by your Legislation Committee, and by the Executive Council of the Association on 21st April, when it was resolved that the Association should not take any further part in the pending appeal to the Privy Council.

Federal Income Tax Law.

In view of drastic changes enacted in the Federal Income Tax Law by the statutes of 1920, your legal secretary issued elaborate bulletins to the entire membership at different times, explanatory of the provisions of the Act and of numerous rulings of the Department of Finance, held numerous consultations and extensive correspondence with the Commissioner of Taxation, Divisional Secretaries and members, with gratifying evidence of the appreciation of the membership. It may be mentioned that copies of the final bulletin were supplied to the Standard Bank of Canada, at its request, for distribution to its agents throughout the Dominion.

Further amendments of the taxation Acts of some of the provinces have again added to the difficulties experienced by corporations with respect to annual returns and tax incidence, and in this connection your legal secretary supplied needed information and assistance.

Research Council.

A Bill to amend the Research Council Act and to establish a National Research Institute in Canada has been introduced in the present session by Sir Geo. Foster. The Bill was carefully examined by your Legislation Committee and certain amendments designed to further protect the industries and enlarge the privileges of the manufacturers, were submitted by your committee, and adopted by the Minister.

Uniformity of Commercial Law.

Your Legislation Committee has continued its efforts towards obtaining uniformity of legislation throughout Canada, so far as is consistent with the preservation of the basic systems of law in the respective provinces.

The plethora of legislation annually produced in Canada is making the paths of the law more and more bewildering. To remedy this it is advisable to codify more and pass fewer and better prepared Acts than has been our custom. For those who trade and do business provincially, and who earnestly require it, most of the Governments propose codifying uniformly the laws respecting such commerce and business as far as it can reasonably be done, and the Commissioners on Uniformity of Legislation in Canada, and the members of the Canadian Bar Association have offered to assist.

The third Annual Conference of the Commissioners on Uniformity of Legislation in Canada was held in Ottawa, August 30th to September 3rd, 1920, and was attended by your secretary, when, *inter alia*, the following subjects were considered:—

(*a*) *Sales of Goods and Partnerships.*—The committee on sales of goods and partnerships reported that the Sale of Goods Act, 1893, was now in force in all the Provinces of Canada, except Quebec, having been adopted in New Brunswick and Prince Edward Island at the instance of the commissioners from that province in 1919, and in Ontario upon similar recommendation in 1920; that the Factors' Act, 1889, was in force in Alberta, British Columbia, New Brunswick, Nova Scotia, Ontario, Prince Edward Island and Saskatchewan, having been adopted in Prince Edward Island in 1920, and that it would be adopted in Manitoba in 1921, and that as a result of adoption on recommendation of commissioners in New Brunswick, Ontario and Prince Edward Island in 1920, the Partnership Act, 1890, was now in force in all the provinces of Canada except Quebec. A report as to the state of the law on these subjects in various British Dominions and with reference to limited partnerships and registration of partnerships was also submitted to the conference.

(*b*) *Warehousemen's Liens.*—A draft of a proposed Act respecting warehousemen's liens was presented by the Commissioners from British Columbia, and was considered and referred to the Commissioners of New Brunswick to draft a model Bill and report at the next conference.

Senator Robertson, Minister of Labor, addressed the conference on the advantage of uniformity in the laws relating to the welfare of those engaged in industrial work in the several provinces of the Dominion, after which the subjects discussed by him were referred to the President, the Vice-president, and some of the other members of the conference.

(*c*) *Bulk Sales Act.*—The report of the committee on a uniform Bulk Sales Act was presented by the Commissioners of British Columbia, and after certain amendments, was approved. The Act was referred to the Manitoba Commissioners to revise and forward copies to the Commissioners for submission to their respective legislatures.

(*d*) *Fire Insurance Conditions.*—The report of the committee upon a model statute on fire insurance conditions, together with a draft Bill, was presented, and after deciding upon some changes, the Act was referred to the Manitoba Commissioners to be re-drafted and forwarded to the various Commissioners to be by them brought before their legislatures.

(*e*) *Conditional Sales Act.*—The report of the committee to which had been referred the Conditional Sales Act and the draft Act submitted was discussed, and finally referred to the Saskatchewan Commissioners to redraft, having in mind the Act adopted by the United States, and to report with a model Act at the next session of the conference.

(*f*) *Devolution of Estates.*—The principle of the desirability of uniformity of laws with respect to the devolution of estates, both real and personal, was affirmed, and referred back to the Commissioners for Ontario to draft model Act.

(*g*) *Reciprocal Enforcement of Judgments.*—Referred to Prince Edward Island Commissioners to draft a model Act.

(*h*) *Succession Duties.*—The subject of Succession Duties, including probate legacy and estate duties was referred to the Commissioners from Nova Scotia to



Members of the C. M. A. attending the Quebec Convention

Seated near the centre and next to Ex-President McKinnon is the Rt. Hon. Arthur Meighen, Premier of J. H. Fortier, Chairman of the Quebec Division; Cyrus A. Birge; Senator C. Howard Smith; J. E. Walsh; Vice-President

investigate and report to the conference.

(*i*) *Company Law.*—The matter of company law was referred to the Manitoba Commissioners for the purpose of drafting a model uniform Act.

(*j*) *Commissioners.*—It was agreed to urge upon the Governments of Quebec, Nova Scotia, and Prince Edward Island the desirability of their appointing Commissioners or representatives to the conference, all the other provinces being already represented.

It should be stated that the appointment of commissioners does not bind any province to accept any conclusions arrived at by the conference, and that such uniformity of legislation as may be secured by the labours of the conference will depend upon the subsequent acceptance by the Provincial Legislatures of the recommendations of the conference.

Your Legal Department will keep in close touch with the work of the Commission, and it is possible that practical suggestions may be made from time to time which will not only be of assistance to the Commission, but of special benefit to the Canadian Manufacturers Association.

PROVINCIAL.

The following is a summary of the matters which have more immediately engaged the attention of the Divisional Legislation Sub-Committees during the year:—

Ontario Division.

(*a*) *Workmen's Compensation.* — In Ontario last year, the maximum rate of compensation was increased from 55% of wages to 66 2-3%. 1920, therefore found payments and assessments greatly increased.

Ontario was the first province to change from the old system under which the workmen compelled payment through the ordinary law courts. Since the Ontario Act, 1914, was passed, Nova Scotia, New Brunswick, British Columbia, Alberta and Manitoba have adopted similar legislation.

In Ontario a total of 54,851 accidents were reported to the Board in 1920, being 10,591 more than in 1919.

The total number of cheques issued by the Board during the year averaged 494 per day, and the benefits awarded were $26,000 a day. About one-half million workmen are now under the protection of the Act.

Two further amendments to the Act were introduced as Government measures at last session, one to enlarge the Board from three to five, the two additional members to be representatives of the employers and labour respectively, (the attitude taken by this Association has been that the soundest policy would be to keep the Board a strictly judicial body); the other amendment requiring employers to re-employ injured workmen, applying in the meantime only to Schedule 2 industries, that is, the railway companies and telephone and telegraph companies, etc. The principle, however, was considered so vicious that a deputation from the Association called on the Minister of Labour and made vigorous protest against this amendment. Both Bills were dropped.

At a meeting held in Hamilton on 27th January, 1921, it was agreed, upon a report by the Ontario Division Executive, to re-organize the Industrial Accident Prevention Association, and subsequently Mr. R. B. Morley, Secretary of the Ontario Safety League, was appointed secretary-treasurer of the Accident Prevention Association. The Divisional Executive anticipates that this arrangement will eventually result in material advantage to the employers of the province.

(*b*) *Assessment Act.*—Your Legislation Committee made representations to the Provincial Government requesting an amendment of the Assessment Act, to allow for carrying charges in respect of industrial dividends, and also for exemption, say up to 15%, from income, in respect of contributions to benevolent and charitable institutions. The Provincial Government promised favorable consideration next session.

(*c*) *Hydro-Electric Power Extension.* —Probably the most important legislation of the session is the Act which provides for a bonus of one-third of the capital cost of constructing and erecting primary transmission lines for the delivery of hydro-electric power in any rural district. The Government prudently makes the sum a charge on the consolidated fund instead of directly taxing power and light consumers in the cities and towns, that have taken the financial risks of the hydro-electric enterprise. The extension of hydro-electric facilities throughout rural Ontario will be an important factor in agricultural development. A bonus for this purpose seems as defensible as are the other grants to agriculture from the Provincial Treasury.

(*d*) *Rural Credits.*—Substantial results are expected from the measures for rural credit and loans, which are intended to promote settlement.

(*e*) *Social and Labor Legislation.*— A considerable body of social and labor legislation has been added to the statute book.

The Mothers' Allowances Act has been broadened so that the benefits are extended to deserted wives, to wives whose husbands are permanently disabled, and to foster mothers with dependent children.

The Board is also authorized to give allowances to children dependent on a mother or foster-mother who is not strictly eligible under the Act.

Other measures provide that no child under sixteen may work in a factory or shop without a permit, and that no



Photographed with Wives and Guests on Dufferin Terrace

Canada: in the same section of the picture will be seen Mayor Samson of Quebec; President W. S. Fisher; Smeaton White; F. W. Stewart; Ex-President T. P. Howard; Vice-President John R. Shaw and Treasurer Thomas Roden

child under fourteen may work outside of school hours. Manufacturers must provide seats, when possible, for women workers.

The Minimum Wage Act has been amended so that different awards may be made in different localities for the same employment.

Your Legislation Committee offered no objections to these amendments.

The majority of the Labor members wisely gave no support to a Bill seeking to make the forty-eight hour week compulsory in nearly all trades and occupations. Apart from all the other weighty objections to such a measure, it should clearly be contingent on the adoption of a similar law by the other provinces.

(*f*) *Damage by Lightning.*—As a measure of safety, an Act has been adopted requiring the licensing of persons and corporations selling material or apparatus to be used for the protection of buildings from damage by lightning. The approval of the Fire Marshal of the system of installation has been made necessary.

Of 262 Bills introduced in the Ontario Legislature in last session, 140 became law. Several Bills were opposed by your Legislation Committee and were dropped. There is need for regard to some general principle that will make the Government Bills consistent with one another, and that will obviate the necessity of a plurality of bills on the same subject. Patch-work legislation is not the legislation of statesmanship.

Quebec Division.

In the report of last year's work of the Legislation Sub-Committee we had the temerity to say that the work had been of considerable volume. As we look back over last year's work, as compared with that of the preceding year, it would seem that we either over-stated ourselves in our previous report, or our Committee has been more than ordinarily busy during the past fiscal year.

The work, which was of the greatest importance in the division during the past year, and which has not yet been completed, is that of a new Workmen's Compensation Act for the Province of Quebec. For this work a special committee was named, composed of Julian C. Smith, T. P. Howard, R. H. McMaster, and A. S. Atwood.

This Committee has, on several occasions, met with a joint committee representing labor in the Province of Quebec and the International Unions and discussed the outlook. The question has also been discussed with prominent members of the Provincial Government, including Honorable L. A. Taschereau, the Prime Minister. At the present time, the situation with respect to a new Compensation law for the Province of Quebec is in a state of flux, and while there are differences of opinion, the consensus of opinion in the province at the present time favors the amendment of the present law, to bring it up-to-date rather than the passing of a new Act, based upon the Ontario Act and other laws whereby compensation is administered through a Board. It is confidently hoped by members of the committee that pioneer work will be done in this direction during the next six months and that a report combining the views of employer and employee will be presented to the Provincial Government when the Provincial House sits next fall. Representatives of this committee were appointed during the year from the Quebec, Sherbrooke and Three Rivers branches to co-operate with the committee whose names are given above.

The new Alcoholic Liquor Act, presented by Honorable Walter Mitchell, the Provincial Treasurer, at the last session, was one which interested manufacturers in so far as the handling and use of industrial alcohol was concerned. The original draft of the Act created a hardship upon industries using alcohol in the manufacture of their products. Your committee pointed this out to the Government and the Act was amended accordingly.

It is somewhat of a coincidence that the Legislation Committee wound up its activities last year in dealing with provisions of Bill 27, the Pure Food and Drugs Act, and that this year the same Act was being discussed by your committee as the fiscal year closed. The manufacturers affected by this Act find not a few anomalies in its provisions, and strong representations are being made to the Health Department at Ottawa to have these defects remedied.

While not represented on the Charter Commission charged with the duty of recommending a new form of charter for the City of Montreal, your committee has taken considerable interest in the final working out of this report, and to-day stands behind the report of the Charter Commission as opposed to other interests in the referendum which will be held in the City of Montreal on the 16th of May next.

A determined effort was made this year by your Committee to assist the Provincial Government in its application of the Quebec Corporations' Tax Act. Your committee has worked closely with the Department not without appreciation by the latter, with the result that the Corporations' Tax Act this spring is functioning more smoothly than it has in previous years.

Among other provincial matters, the question of the registration of companies doing business in the Province of Quebec, both in the Judicial district and the Prothonotary's division, was raised when a new bill governing this was introduced in the Legislature by Honorable A. David, Provincial Secretary. Owing to the fact that the provisions of this Bill were

strongly opposed by your committee, the Honorable Minister decided to drop the legislation.

One of those matters which has more recently interested your committee in the Province of Quebec, has been that of the taxing of unlicensed insurance. Although the matter has not yet been finally completed, it would appear that the representations made to the Federal Government by your committee are being given consideration, and that out of this will finally grow a type of legislation which will be satisfactory, not only to the Government and the Stock companies, but to the Unlicensed Insurance companies as well.

Maritime Division

The following Bills have been presented at the present session of the Nova Scotia Legislature:—

(*a*) *"An Act respecting Appointments to Commissions."* — Providing that all Government Commissions shall be composed in part of representatives selected by a referendum vote of organized labor. The chief argument used against it was, that it would be class legislation and a precedent would be established, whereby any organized body would have the right to ask for the same thing. This Bill was lost.

(*b*) *"An Act to Amend the Coal Mines' Regulation Act."*—One of the chief provisions being the compulsory eight-hour day. This Bill was also lost.

(*c*) *"An Act to Regulate Hours of Labor."*—Providing for compulsory eight-hour day in all industries except agriculture, fishing, lumbering and mining. This Bill has not yet been disposed of, but as it was brought in as a private Bill by one of the labor members, in the opposition, we anticipate that it will be side-tracked. The matter is being carefully watched.

(*d*) *"An Act to Provide for an Enquiry Respecting Unemployment, Old Age Pensions and Health Insurance."*—

This Bill has been given the "three months' hoist."

All the above Bills were presented by Labor members in the opposition.

(*e*) *"An Act to Amend and Consolidate the Acts to supplement the Revenue of the Crown and the Taxation of Certain Companies in the Province of Nova Scotia."*—This Bill provides for an increase in the amount of taxation payable by corporations. The increase, however, is not considered excessive. The only really contentious feature is the provision for a tax of 2 per cent. calculated on the gross premium received by Fire Insurance companies in respect of business transacted in Nova Scotia, including the companies which do not hold a license under the Insurance Act of Canada. This feature is being opposed, but up to the time of writing, we do not know what the Government intends to do in the matter. This is a Revenue Bill introduced by the Honorable Commissioner of Public Works and Mines, who, in the absence of Premier Murray, is acting as leader of the Government.

(*f*) *"An Act Respecting the Inspection of Steam Boilers."*—This Bill is being introduced in an endeavor to unify legislation in the various provinces respecting the manufacture and inspection of steam boilers. There do not appear to be any contentious provisions in this proposal. The Bill was introduced by the Honorable Commissioner of Public Works and Mines.

(*g*) *"An Act to Amend the Domestic, Dominion and Foreign Corporations Act, 1912."*—The only interesting feature of this Bill is that certain changes are being made to bring the Act into conformity with the decision in the John Deere Plow Company case.

Prairie Division.

1. ALBERTA.—In connection with recent legislation, it was arranged with the Alberta Government that it should introduce a Minimum Wage Bill for Females at this session, and take no action upon a report made by the Advisory Committee, appointed, providing for a minimum wage of $13.50 per week. The Attorney-General introduced such a bill, but withdrew it upon Labor members opposing same. Now the reconstituted Advisory Committee will become, in effect, a minimum wage board. In the meantime we have gained a year during which living costs have been materially reduced. This should find expression in any recommendation of the Advisory Committee, and if it does not, we shall have an opportunity of taking the matter up with the Government before its recommendations are approved by the Lieutenant Governor in Council.

Workmen's Compensation Act.—The Act provides: (1) That in the case of any industry not now under the Act (excepting those specified in Sec. 69) where a majority of the workmen engaged therein desire it, it shall be brought under the Act; (2) it provides for funeral benefits of $100.00, compensation to dependents of permanently disabled workmen, or those killed, as follows: Widows, $35.00 per month; children, under 16, $7.50 per month, the whole not to exceed $65.00 per month; (3) benefits to injured workmen are changed from a flat scale of from $10.00 to $16.00 per week, depending upon the size of his family, to 55 per cent. of his earnings, minimum $10.00 per week; (4) benefits for permanent partial disability are changed from varying amounts for certain injuries ranging from $50.00 to $1,000.00, to 55 per cent. of the difference between his weekly earnings before and after the accident.

The Act comes into effect on July 1st.

2. SASKATCHEWAN.—The Saskatchewan Legislature passed an amendment to the Factories Act prohibiting the employment of male persons under fourteen years of age, and female persons under fifteen years of age; also an amendment to the Workmen's Compensation Act increasing the total amount that may be recovered for permanent disability under the Act from $1,800 to $2,000, and in case of a death claim from $2,000 to $2,500. Steps are being taken to secure a Workmen's Compensation Act in Saskatchewan which will enable employers to secure complete insurance against their liability. At the present time they can only insure to the extent of the amounts provided by the Act but cannot cover their common law liability.

3. MANITOBA.—At the opening of the session a committee of over sixty representative business men from our Association, the Employers' Association, the Real Estate Exchange, the Bankers' Association, the Grain Exchange, the Lumbermen's Association and other organizations to the number of twelve in all, met at the office of the Association and appointed committees to act in connection with all bills affecting the interests of the business community.

These committees have met regularly, have arranged for numerous deputations and conferences, and up to date have been very successful in opposing unsound legislation. The Bills at present before the House include the Trade Disputes Bill, the Eight-hour Day Bill, Personal Income Tax, Business Profits Tax Bill, and Corporations Taxation Act. The Government has in the main, acted in harmony with the views of the business organizations in all essential matters. Representatives of the Canadian Manufacturers Association have been prominent in all this work and are meeting with greater success than heretofore, because of the co-operation of all the business interests.

Of the Bills already disposed of, which affected manufacturers, the most important were:—

(1) A Bill to amend the Workmen's Compensation Act, increasing the benefits. Passed after drastic revision.

(2) A Bill to amend the Industrial Conditions Act (embodying the views of the O.B.U. as to Collective Bargaining). Dropped.

British Columbia Division.

Federal Taxation.— The Legislation Committee of the British Columbia Division co-operated with other public bodies in British Columbia in May of last year in making representations to federal members of parliament and cabinet ministers in regard to a modification of the Business Profits War Tax Act. Your committee have more recently co-operated with the Head Office in the matter of recommendations to be made to the Federal Government in the matter of taxation, the decision finally arrived at on this subject being expressed in the following resolution:

"Whereas the Business Profits Tax has been condemned as being unfair and unjust in its operation and an unscientific method for the collection of revenue;

"And whereas it would appear that the Dominion Government is faced with the imperative necessity of raising revenue to replace that received from the Business Profits Tax;

"Therefore be it resolved that the Executive Committee of the British Columbia Division suggest to the Executive Council of the Association recommending to the Government that the Business Profits Tax be not renewed, but that for the purpose only of securing revenue in place of that lost from the cancellation of the Business Profits Tax the application of the Sales Tax be broadened so as to apply, as far as practicable, to all sales, commercial or financial transactions, fees or emoluments, with the proviso that this Sales Tax should in no case be absorbed by any seller, but that at all times the collection of the tax should be a separate transaction and one in which the purchaser or consumer would realize that he is paying for revenue purposes only.

Permanent Purchasing Commission.—The British Columbia Division has consistently supported the proposal for the maintenance of a permanent Purchasing Commission at Ottawa and is gratified at the recent announcement that the Purchasing Commission has been reconstituted and hereafter will be composed of three members, the chairman of the commission to be a Cabinet Minister. The British Columbia Division, notwithstanding the opposition to the maintenance of a permanent Purchasing Commission which was expressed from some other parts of Canada, felt that the existence of such a commission and the inclusion thereon of a British Columbia representative was an imperative necessity in the interests of British Columbia manufacturers, in view of the geographical disadvantages of manufacturers situated so far from the seat of government as are our British Columbia members and in the danger through unfamiliarity as to the products or capacity of British Columbia plants of Deputy Ministers or others in various government departments failing, as happened in a number of cases prior to the appointment of a Purchasing Commission, to give as much consideration to the claims of manufacturers in British Columbia as the latter sometimes felt they were entitled to.

Proposal for the Establishment of Foreign Trade Areas in Canada.—The proposal for the establishment of Foreign Trade Areas in Canada which originated about eighteen months ago in British Columbia, has received the most careful consideration by this Division. The final result of the deliberations on this subject was embodied in the following resolution which was unanimously adopted at a recent meeting:

"Resolved that we, the British Columbia Division of the Canadian Manufacturers Association, after giving the fullest discussion and consideration to the establishment of Foreign Trade Areas in Canada, are strongly of the opinion that such would be detrimental to the growth of the industrial life of the nation and that it would not be in the best interests of the citizenship of Canada as a whole to pass such legislation.

The policy of the British Columbia Division in this question has the approval and support of the Executive Council of the Association.

Labelling of Imports of Canned Goods.—Your committee took strong exception to a proposal made comparatively recently for an amendment to the Customs regulations permitting the import of unlabelled canned goods, your committee feeling that such action facilitated the importation and sale in Canada of inferior lines of foodstuffs from abroad, to the possible detriment of public health, and not only subjecting British Columbia manufacturers in particular to unfair competition with products of countries wherein the manufacturers are governed by no such stringent regulations as to the purity of their products as are the manufacturers in this country, but also placing Canadian labor in competition with foreign labor whose scale of living is on a much lower level than pertains in this country.

Appointment of a Deputy Minister of Fisheries.—The fishing interests of this province have felt for some time that their interests would best be served by securing the appointment of a Deputy Minister of Fisheries at Ottawa, whose sole duty would be to administer the regulations governing that industry. In this your committee concurred, and I am pleased to say that the Association as a whole is actively supporting the representations made, and that proper steps are being taken in this direction at Ottawa.

Proposed Tax on Unlicensed Insurance.—The Minister of Finance at Ottawa recently introduced an amendment to the Insurance Act, providing for a tax of fifteen per cent., payable by the insured, on premiums on insurance carried in unlicensed companies. Your committee have not felt that it was fair to impose such a tax on Canadian manufacturers who prefer, or find it more practical, through the nature of their business, to insure in unlicensed companies, and after thorough consideration have concurred with representations which your head office are making in opposition to the proposed amendment.

Workmen's Compensation. — Efforts were made at the last session of the British Columbia Legislature to have enacted an amendment to the Workmen's Compensation Act, providing for the increase in the payment of wages for time lost through accidents from 55% to 75%. The British Columbia Division joined in the opposition which was offered to this amendment, and as a result of representations which were made to the Government, no change was made in this respect in the Workmen's Compensation regulations in this province.

Municipal Taxation.—The city of Vancouver, at the last session of the Provincial Legislature, sought certain charter amendments conferring upon them extensive powers of taxation, and in view of the precedent involved and the heavy added burden which the proposed tax would have imposed on manufacturers in other parts of British Columbia, and possibly also in other provinces, the British Columbia Division took active steps in opposition to the proposed municipal taxation scheme, being successful



Some of the Delegates from the Maritime Provinces

From left to right, J. D. Palmer, Fredericton, N. B.; L. W. Simms, and W. S. Fisher, St. John, N. B.; C. R. Walker, Sydney, N. S.; D. M. Eisenhauer, Lunenburg, N. S.; Alfred Page, Woodstock, N. B.; J. T. Cumming, New Glasgow, N. S.; H. R. Thompson.

in having consideration of this matter deferred until a later session of the Provincial Legislature, when it is hoped that it will be possible to arrive at a more equitable solution of the financial problems of Vancouver and other British Columbia municipalities than by imposing an annual tax of $1,000 on manufacturers, large or small, as was proposed by Vancouver City this year.

Uniformity in Provincial Legislation.— The Provincial Government last year appointed a committee of three prominent lawyers to confer periodically with similar representatives from other provinces with a view to securing, as far as possible, uniformity in provincial legislation, with particular reference to securing the enactment in all provinces, as far as possible, of such laws as will prevent inflation and the promotion of fake propositions.

British War Relief Act, extending the protection of the courts to returned soldiers, was extended at the last session of the Provincial Legislature for another year. Under the provisions of this Act, no action can be taken against a returned soldier if, in the opinion of the court, such action would work a hardship to the defendant.

British Columbia Moratorium Act, which expired this year, was not extended at the last session of our Legislature.

Eight-Hour Day Legislation. — The British Columbia Legislature, at the last session, passed an Act providing for the establishment of an eight-hour day in this province, this legislation to become effective, however, only when or after similar legislation comes into force in other provinces. The eight-hour day has already been established by law in certain industries in this province, such as coal mining and certain factory employments, but as yet has not been generally adopted in a majority of the industries.

Employment of Orientals. — British Columbia Government leases and public works contracts have for some years contained a provision providing that no Orientals shall be employed on such leases or contracts. Objection to this provision was taken recently by the Japanese Government and the matter referred to the Minister of Justice at Ottawa, the decision of the latter gentleman being that such provisions as had been made by the British Columbia Government were contrary to the terms of the Anglo-Japanese Treaty. The British Columbia Government, on receipt of this decision, submitted the case to the Court of Appeals, and that tribunal have ruled that the province has not the power to enforce regulations for non-employment of Orientals. The British Columbia Legislature, at its last session, passed an Act giving the Provincial Government the power to exclude Orientals from employment on Government leases or contracts, and the proposal is to have litigation instituted and carried through to the Supreme Court of Canada and to the Privy Council, if necessary, in order to have the rights of the province defined in dealing with the provincial assets and public works.

General Work of the Department.

The above comprise some of the more important matters dealt with by your committee.

A large number of matters of lesser importance, legislative and executive, have been the subject of consideration and action.

It should be stated that at the commencement of last year, the three legal members of the Legislation Committee Messrs. Hossack, MacFarlane and Morden (along with the legal officers of the Department) were constituted a Legal Committee, to which were referred Parliamentary bills, and the expert services thus rendered by those gentlemen, not only facilitated business, but were of the highest value to the Association.

All the Parliamentary bills, federal and provincial, over 500 in all; also Orders-in-Council and other technical documents, were examined by the Department, some of the subjects being reviewed by the legal secretary in INDUSTRIAL CANADA for the information of our members, as well as being the subject of extensive correspondence with manufacturers and others.

In addition to keeping in touch with legislative activities throughout the Dominion and endeavoring to protect the interest of manufacturers in the broader spheres, the department over which your committee presides has enjoyed a year of greatly increased activity in advising members in the special branches of commercial law, taxation and other problems, to which it has been devoted. The department has also co-operated very closely with the recently formed Industrial Relations Department, with good results. The Department is also finding an increased field of activity in advising and co-operating with the other Departments, and there is every prospect of a considerable enlargement of the work during the coming year. Each successive Parliamentary session sees an increasing volume of legislation of various kinds, which requires the most careful study and consideration by the Legal Department.

The constant co-operation of our Ottawa office in legislative matters during the year has again greatly facilitated the work of the Legal Department, and all calls made upon our divisional sub-committees and secretaries have been promptly and efficiently met.

All of which is respectfully submitted,

J. C. MACFARLANE, *Chairman.* H. MACDONALD, *Legal Secretary*

Discussion of Report

J. R. Shaw, Woodstock, seconding the adoption of the report, said that it might not be a bad thing if somebody would get up a party pledging its candidate, if eleceted, to do nothing but go to the legislature, play cards and smoke. That would be better than flooding the country with a lot of nonsensical legislation. Referring to workmen's compensation he thought the great weakness was that there was no contribution from the workmen. He advocated agitating until this change was secured. It was the only way to make administration of the law successful.

Joseph Picard, on behalf of the members in Quebec, paid a tribute to the work of the committee.

G. H. Douglas, Hamilton, questioned Mr. Macfarlane, chairman of the committee, as to the exact status of incorporated companies with reference to the holding of property in other provinces.

C. J. Macfarlan said the province wished to require companies to take out a license in order to come under the Mortmain Act, but no scale of fees had as yet been adopted. He did not think the legislation would be retroactive.

Mr. Douglas thought the association should in every manner endeavour to assist in bringing about some conference in order that all these questions should be unified among the provinces and between the provinces and the Dominion.

Sam Harris, Toronto, said there was still a question in the courts and until it was settled, they were out of order and hardly courteous in interfering with it. The whole crux of the matter was to insist on the same treatment for a Dominion company in a province as provincial companies get. That was the only point under discussion. The rest had been settled. A company might hold land and might be taxed but no province would put it out of court as one province attempted to do.

The motion to adopt the report was thereupon put and carried.

Some of the Souvenirs

Apart from the handsome convention button supplied by the Association, delegates received several other souvenirs, including red morocco memorandum book from the Howard Smith Paper Mills Limited; made-in-Canada lead pencil from Wm. Cane & Sons Limited; match box from Mechanics Supply Co., Limited, Quebec; celluloid pocket rule from Le Soleil; guide book to Quebec from the municipality; and several booklets. The ladies of the party received a handsome box of notepaper from the Howard Smith Paper Mills, while the men received smokers' supplies from H. Simon & Sons, Ltd., Montreal, Phillip Morris & Co., Montreal Imperial Tobacco Co., Montreal, and the Rock City Tobacco Co. Limited, Quebec.

Transportation Committee's Report

Committee Gives its Usual Illuminating Review of Conditions and Developments in Transportation

YOUR committee has given consideration to a number of important questions pertaining to transportation during the past year. In order that the Association may have some idea of the work of your committee and the department in connection with these questions, the following is submitted:

Transportation Situation in General

Looking at the railway situation in Canada during the past year from a traffic standpoint it is interesting to note the changes which have taken place in line with the changes in other lines of business. During the first six to eight months traffic showed an increase which was followed closely by increases in the gross revenue and operating expenses. Following that period, in line with decline in the purchase of materials by the general public, a falling off in traffic and gross revenue has taken place. However, this decline in traffic has not been followed by decline in operating expenses to any appreciable extent, although it may be expected that a revision will be made in the very near future.

The increased costs in operation for the first six to eight months caused the carriers to appear before the Railway Commission in August last, resulting in their securing a general increase in rates which is still in effect. This condition, that is high operating costs, high rates and declining prices of materials, cannot continue without serious results to both railway companies and the shipping public.

In connection with operating expenses it is interesting to note that the national agreements in the United States are to be cancelled on July 1st. Announcement has also just been made that Canadian lines have given notice of their intention to make some change in their operating costs. It is natural to expect Canadian lines will follow the trend of these costs in the United States. With these revisions it may be expected that a revision downward of freight rates can be looked for.

Looking at the financial side of the railway companies in Canada it is noted that the Canadian Pacific Railway has been able to get through the year with a slight surplus amounting to approximately $450,000 after paying dividends, taxes and so forth. The Canadian National Railways, whose position is, of course, quite different from that of the C.P.R., showed a deficit of approximately $70,000,000. The annual report of the Minister of Railways and Canals as presented to the House gives the following details in regard to this deficit:

Can. Northern ..	$16,258,579.80	
Can. Government.	10,449,876.43	
G.T.P	10,134,513.94	
		$36,843,970.17
Fixed Charges:		
Can. Northern ..	$24,155,988.48	
G.T.P.	9,332,776.23	
		33,488,764.71
		$70,332,734.88

It is explained that the amount shown above is subject to a Canadian National income credit which reduces it to a total of $69,593,441, or in round figures $70,000,000.

In order to give some idea of the position of the Grand Trunk a special audit was made by the Department of Railways and Canals, developing the fact that the Grand Trunk fell short of paying interest charges during the year to the extent of $6,563,091.83.

In connection with the conditions surrounding the Canadian National Railways



W. S. Campbell

Canadian General Elecric Co. Limited
Chairman, Transportation Committee
1920-1921

and G.T.R. it is important to note that a very large increase in wages was granted last year. This increase was made retroactive to May 1st. Therefore during the period May 1st to September 13th a large sum of money was expended for a period under which the increased rates were not effective. The amount which the Grand Trunk had to pay May 1st to September 1st was $3,635,000. The amount paid by the C.N.R. was considerably greater, being $42,000,000 for period May 1st to Dec. 31st, 1920. In addition to this the C.N.R. had to make expenditures for general maintenance absolutely essential at the time. When the situation is analyzed from this standpoint and it is further understood that the G.T.P. and National Transcontinental are practically new roads through new territory and must naturally be considered in the line of a colonization scheme, the further fact that the Intercolonial Railway was built under conditions which had no thought of running the road at a profit, but rather to assure the linking of the Maritime Provinces with Upper Canada, it is not such an unusual situation after all. It seems, aside from any discussion of Government ownership, that if the Grand Trunk is consolidated with the Canadian National Railways and the whole operated as one "National System," by an efficient executive, without political interference, that there should be improvement in the situation from year to year. No matter how this question is looked at it would appear that the people of Canada, who are responsible for the building of a number of these roads, will have to assist them some way or other. If everyone would take that for granted and "boost" rather than "knock" it should be possible to improve the situation from year to year.

Board of Railway Commissioners

Hearings:—The Commission, during the year ending April 30th, 1921, have held 75 hearings. The Association has been represented by the Transportation Department at 12 hearings. The hearings in Ottawa in regard to the increase in freight rates, the increase in express rates and the telephone case required a number of days of continuous attendance.

Conference Rulings:—The question of having the Board of Railway Commissioners issue what are known as "Conference Rulings" was recently taken up with that body by the Department, and the Board urged to issue Conference Rulings similar to those issued by the Interstate Commerce Commission. These rulings contain principles which have been established by decisions of the Commission, and are of the greatest value to the shipping public as they give an easy and quick reference to established principles without the necessity of perusing voluminous judgments.

Car Service

Car Supply:—The year ending April 30th, 1921, showed an extremely unusual situation in regard to the supply of empty cars. During the early part of the year there was a shortage, due in part to the outlaw strike of railway switchmen, which tied up equipment in the various terminals. With the general decline in business towards the end of the year the reverse situation has been created and to-day the number of empty cars is greater than it has been for a number of years.

Repairs to Equipment:—The decline in traffic handled by the carriers necessitated the paring down of expenses, including the elimination of some work which might be considered necessary. In a number of cases the carriers have closed down, or reduced to a minimum, their shop forces, which it is understood has resulted in the curtailment of repairs to equipment. With a surplus of cars this might not, on the face of it,

appear serious, but this surplus will not continue, and it has been brought to the attention of the carriers that they should at this time, when they have idle cars, endeavor to repair them so that they will be in a position to handle the traffic when it again resumes normal channels.

Cartage

Jurisdiction of Canadian Railway Commission:—An application was filed by the Toronto Board of Trade complaining against cartage tariffs filed with the Board by the railways in Eastern Canada, effective September 1st, 1919. This complaint was based on the fact that these tariffs did not name rates for articles shown under the heading of "Exceptions." The application was dismissed by the Commission in its judgment dated Ottawa, December 27th, 1920, on the grounds that cartage service did not come within the scope of sub-section 1, section 312 of the Railway Act, 1919, which states in part that the railway companies "shall furnish such other service incidental to transportation as may be ordered by the Board."

The Toronto Board of Trade have filed an application to appeal this decision to the Supreme Court.

Claims

Carriers' Liability for Loss from Cars Loaded, Checked, and Sealed by Shippers:—The attention of the Department was drawn to the fact that the railway companies' claims agents were in the habit of declining claims of this nature without proper investigation, on the grounds that cars arriving at destination with original seals intact could not be considered as having been tampered with in transit, citing as their authority decision by Commissioner Boyce, Board of Railway Commissioners, and decision of the Superior Court, Montreal. A careful examination of these decisions will show quite clearly that they did not in any way relieve common carriers from their liability as such. They express the opinion that where a car is loaded on a private siding, checked by the shipper, and sealed with his own seals, and it arrives at destination with those seals intact, is checked by the consignee and shortage is noted, on the face of it the railway company should not be held liable. That means that if the consignee or claimant has carried out his part and has proper records to show that the goods were loaded, the railway company must carry out its part and make an investigation. A meeting was held with the heads of the Claims Departments of a number of eastern railroads, and this question was thoroughly discussed, when it was made clear that properly supported claims, with full data as to loading and unloading, would be investigated by the carriers.

Collection:—During the year the Department handled 41 claims for different members aggregating $33,929.05. Of this amount payment was secured for $4,914.99; there was declined an amount of $1,666.09; withdrawn, $39.33, and suit entered by claimants direct, $24,199.57. There are still pending claims to the amount of $3,109.07.

A comparison of these figures with those of previous years will show that the amounts in claims are less this year than they have been for a number of years. This may be due to the fact that interested members are filing their claims in accordance with regulations, which were carefully outlined in INDUSTRIAL CANADA issues of December, 1919, and January and February, 1920.

Contracts of Carriage

Bill of Lading:—(*a*) In connection with the domestic bill of lading in the United States important changes have been made in the past year. The United States Supreme Court issued a decision, dated May 17th, No. 628, upholding a decision of the lower court which awarded damages based on the computation of what the value of lost property would have been at destination instead of at the time and place of shipment.

The injunction which was secured by the Alaska Steamship Company, Central Georgia Railway and several others against the Interstate Commerce Commission, restraining it from prescribing a uniform bill of lading, was decided by the Supreme Court under United States and I.C.C., applicants vs. Alaska Steamship Company, Central Georgia Railway, Clyde Steamship Company, *et al.*, it being held that in view of the enactment of the Transportation Act, 1920, the question of the I.C.C.'s power to prescribe bills of lading would be dismissed without prejudice. Since that time the carriers in the United States, under the Consolidated Freight Classification, have published a uniform bill of lading for domestic traffic, which has been amended in accordance with the above decisions.

(*b*) For a great number of years the question of ocean bills of lading has been a factor which caused considerable controversy. The passage of the Water Carriage of Goods Act, Canada, 1910, established a fairly satisfactory basis of liability applying to ocean bills of lading covering shipments originating in Canada and destined to other countries except adjacent foreign countries.

The Dominion's Royal Commission, which held hearings in 1914 and 1915 at different places throughout the British Empire, made a recommendation that there should be uniform legislation along the lines of the Harter Act in the United States adopted within the British Empire. Owing to the war this recommendation was not considered until recently, when the Imperial Shipping Committee recommended, under date February 25, 1921, the adoption of uniform legislation throughout the Empire, modelled with certain additional provisions upon the Canadian Water Carriage of Goods Act, 1910. The adoption of this arrangement should considerably improve the conditions of ocean bills of lading applicable from United Kingdom to Canada.

Livestock Contract:—The Board of Railway Commissioners issued on June 2, 1920, General Order 298, prescribing a new uniform livestock contract to be used for shipments of livestock within Canada, effective July 1st, 1920. Owing to difficulty in preparing the new forms, carriers requested, and were ganted by General Order 300, dated June 30th, postponement of the effective date of the new contract until July 15th, 1920, when it became effective. One of the most important changes brought about by the new regulations is the increase in the maximum valuation for cattle, hogs, and sheep. The following comparison will explain the changes:

	Old.	New.
Horses	200	200
Mules	100	200
Colts under 1 yr.	100	100
Cattle, except calves	80	150
Hogs	15	40
Other Dumb Animals	10	20

Customs Manifests

Charge by Railways for Preparation: Under the provisions of the Customs Act, railway companies, as well as other carriers for a great number of years have been required to prepare manifests covering goods brought in from other countries to Canada. The railway companies' agents do this work at the different ports of entry where goods pass from the United States to Canada.

On November 1st, 1920, the railways in Eastern Canada, in tariffs filed with the Board of Railway Commissioners, established a charge for this service of 11c. per shipment. This charge, it was alleged, was to cover the service rendered by their agents for which it was claimed they received no compensation. A protest was duly entered with the Board of Railway Commissioners against any such charge, on the grounds that a general increase in rates had just been received based upon the various costs of service which included the cost of preparing these manifests, and that the charge had not been established at border ports west of Fort William, being, therefore, discriminatory. Subsequently the carriers withdrew their tariffs effective on Mach 14, 1921, this action being taken, it was stated, because of the fact that some eastern lines had previously withdrawn their tariffs, resulting in discrimination, but that a charge would be established at a later date more in keeping with the actual cost of the service, and that the charge would be much higher than 11c. per shipment. Action was immediately taken by the Department, placing before the Board of Railway Commissioners protest against the establishment of any such charge without the fullest investigation and public hearing by the Board of Railway Commissioners.

Demurrage

Application for Reduction in Charge:—An application was filed on April 26th.



Sir Alexander Bertram tells a Story

"Bill" Inglis is evidently much amused, while Harry McGee of the T. Eaton Co. and J. M. McIntosh, Secretary of the Trade Sections Department, are interested listeners



Three Delegates from Niagara District

These are C. J. Madgett, Standard Steel, Welland; T. W. Blake, Union Carbide Co. Welland and Ald. J. E. Riffer, proprietor St. Catharines Brass Works

1921, by the Department requesting the Board of Railway Commissioners to require the railway companies and the Canadian Car Demurrage Bureau to show cause why the present demurrage charges should not now be reduced to the former basis of $1.00 per car per day. The grounds upon which this application was submitted were that the present rates were established for the duration of the war and so stated in the judgment of the Board of Railway Commissioners, that the emergency under which they were established has entirely disappeared, therefore a change is proper at this time.

Export Trade

Ocean Rates:—As ocean rates are governed largely by the laws of supply and demand, both as to shipping and commodities, it is natural that a reduction in these rates has been found necessary in the past few months. A very serious problem, however, which has to be faced by the ship-owners is the fact that wages and fuel have not as yet been reduced to a normal basis. There has, of course, been an improvement in the question of fuel, but the shipowners have had to take the question of wages under consideration in a very vigorous manner and recently suggested reductions of approximately 30%.

Increased terminal port charges are also a factor in increasing operating costs.

Canada urgently needs export business at the present time, as does every other country, in order to ameliorate the domestic situation. In view of this the ocean lines should strive to do everything in their power to put rates on as low a basis as is reasonably possible. The incentive of lower ocean rates would tremendously stimulate the present efforts being put forth by manufacturers to secure business abroad, and undoubtedly would result in creating tonnage for many of the ships at present lying idle. The following comparison of rates to United Kingdom ports on a few of the staple commodities produced in Canada will illustrate how the ocean rates have advanced since 1914:

CHEESE.

1914—$7.91 to $8.95 per ton of 2,240 pounds
1921—$16.80 per ton of 2,240 pounds..

PROVISIONS.

1914—$5.11 per 2,240 pounds.
1921—$16.80 per ton of 2,240 pounds.

FLOUR.

1914—11 to 13 cents per 100 pounds.
1921—34 cents per 100 lbs.

AGRICULTURAL IMPLEMENTS.

1914—$3.65 per 40 cubic feet.
1921—65c. per 100 lbs., or 35c. per cubic ft., equal to $14.56 per 2,240 lbs. or $14.00 per 40 cubic feet.

AUTOMOBILE TIRES.

1914—$3.00 per ton weight or measurement.
1921—$18.00 per ton weight or measurement.

These rates indicate an increase of from 200 per cent. to 600 per cent.

Steamship Services:—During the past year there have been a number of new routes established by the Canadian Government Merchant Marine, C.P.O.S., and various other lines, so that to-day there are services direct from Canada to practically all countries of the world.

At the present time there are regular sailings via the various steamship lines from Canada to the various countries of the world, as follows:

Canadian Atlantic ports to United Kingdom, Norwegian ports, Antwerp, France, South Africa, Rotterdam, Hamburg, Australia and New Zealand, South America, West Indies, Newfoundland, and to far Eastern ports (new).

Canadian Pacific ports to China and Japan, Philippine Islands, Straits Settlements, Australia and New Zealand.

The Canadian Government Merchant Marine were able to show a margin of profit for last year, and while conditions this year do not appear so favorable up to the present, all S.S. companies have to face the same conditions.

The C.G.M.M. have the following tonnage:—

Delivered.		To be Delivered.	
No.	Type.	No.	Type.
19	8,400 tons	2	10,000 tons
8	5,100 tons	2	8,400 tons
3	2,800 tons	1	3,900 tons
8	4,400 tons	2	3,500 tons
10	3,900 tons		
4	3,500 tons		

Freight Classification

Applications:—The Department has dealt with a number of applications for changes in freight classification, and satisfactory adjustments have been obtained covering the following commodities:

Boots and Shoes.
Bumper Guards or Bumper Rails for Automobiles.
Cocoa Shells.
Gelatine.
Polishing Compounds.
Waste and Overflows.

It has been necessary to file application with the Board of Railway Commissioners covering changes in connection with filing cases and supplies.

There is still pending disposition of applications on automobile tire chains and hog troughs.

Supplements to No. 16:—During the year the Canadian Freight Association issued three supplements to Classifica-

tion 16. These were numbers 14, 15 and 16, effective July 15th, 1920, May 16th, 1921, and April 16th, 1921, respectively. Supplement No. 14 contains certain changes in livestock tariffs as required by General Orders of the Board of Railway Commissioners 298 and 300. Supplement 16 provides the same provisions under the heading of "Household Goods" in the Freight Classification. Supplement No. 15 contains a great number of changes, the following having been dealt with by the Department:

Agricultural implement parts other than hand.

Barrels, half-barrels or kegs, paper, fibreboard or pulpboard.

Button blanks, etc.

Chemicals, drugs, and medicines.

Cocoa bean refuse, cocoa bean shells and cocoa shells, powdered.

Cream or milk aerators, agitators, coolers, fore-warmers, heaters, pasteurizers, retarders or ripeners.

Rolling and folding doors.

Electrical appliances, machinery and supplies.

Extract, fustic and logwood.

Furniture, bamboo, cane, etc.

Hair.

Lenses.

Meats.

Metal, monel.

Oil.

Platforms, elevating truck.

Polishing compounds.

Soap chips (common laundry).

Friction fabric.

The various changes proposed in connection with the above items were, generally speaking, satisfactorily disposed of.

Proposed General Revision—Classification No. 17:—The question of making a general revision in present Canadian Classification was submitted in 1916, but through representations made by this Association and other organizations, to the Board of Railway Commissioners, that body finally set the matter aside pending determination of certain principles regarding proposed rules contained therein. During the latter part of 1920 the railway companies stated that they wished to consider this question and proposed that it be dealt with by a joint committee consisting of six members and a chairman, three to represent the shippers and three to represent the railways, the chairman being chairman of the Canadian Freight Association. In December, 1920, this committee was duly formed and it has held five meetings up to the present date. Considerable progress has been made—a complete revision of the rules has been accomplished and a number of items throughout the rating section of the Classification have been considered with interested manufacturers and fairly satisfactory arrangements made. Objections or suggestions in regard to the revised rules will be considered by the committee at a later date when meetings are again resumed. It is to be hoped that the committee will be able to dispose of the majority of changes, reducing to a minimum questions to be determined by the Board.

Freight Charges

Surcharge on Shipments between Canada and the United States:—The railway companies in Canada issued effective March 1st, 1920, circulars requiring that charges on shipments of freight to United States destinations be forwarded "collect." Representations were made to the Board by the Department at a hearing in Toronto on March 6th, followed by another hearing on March 16th at Ottawa. The position assumed by the Association at that time and consistently maintained throughout the proceedings, was that the railway companies were entitled only to Canadian funds for the Canadian portion of the rate, and American funds for the American portion of the rate.

The railways in the United States, effective on May 1st, 1920, issued circulars requiring that charges on shipments to Canada be forwarded "prepaid." On the same day an informal conference was held with the Board of Railway Commissioners at Ottawa, at which certain representatives from the United States were present, in endeavoring to suggest a means of getting over these difficulties, particularly the question of coal and coke. On May 26th, the Canadian railways agreed to accept a basis for payment of coal and coke, which would allow the forwarding of charges collect from border points, provided charges were prepaid from points of origin to those border points.

The question was also taken up by the National Industrial Traffic League in the United States and by the Transportation Department with the Interstate Commerce Commission. Hearing was held in Chicago on September 10th, 1920, the assistant manager being present, resulting in the issuance of a decision by that Commission, 59 I.C.C. 263, dated November 17th, 1920, which made it clear that the railway companies in the United States were only entitled to secure American funds for their portion of the haul within that territory, the I.C.C.'s jurisdiction applying only within the United States. Following this and a number of informal conferences with the Board of Railway Commissioners, Ottawa, a decision was issued on January 14th, 1921, putting into effect a surcharge effective January 22nd, 1921, of which all members have been duly advised.

It might be well to point out that the Association from the issuance of the first circular, consistently followed this question along every possible line in an effort to dispose of it satisfactorily to all concerned.

Freight Rates

General Increase 1920:—The carriers secured, effective September 13th, 1920, another increase in freight rates of 40 per cent. east of Port Arthur and Armstrong and 35 per cent. west thereof, subject to a reduction on January 1st, 1921, to 35 per cent. east and 30 per cent. west. Certain exceptions were also made in the increases in rates on coal, crushed stone, sand, gravel and cordwood, these latter increases being less than the general amount, and not being subject to the reduction on the first of January. The railways' application was based upon certain increases in operating costs, also contemplated increases in the item of wages similar to those granted by the so-called Chicago Award in the United States.

International rates applying between United States and Canada were increased, effective August 26th, similar to those in the United States. On the same date the railways in the United States placed in effect on authority of the Interstate Commerce Commission, increases in rates amounting to 40 per cent. in eastern territory, 35 per cent. in western territory and 25 per cent. in southern and Pacific territories, with the provision that through rates between any two or more territories be increased only 33⅓ per cent.

Proposed Equalization Eastern and Western Freight Rates:—Arising out of an appeal to the Governor in Council against the judgment of the Board of Railway Commissioners allowing the increase in freight rates just referred to, a decision was rendered by the Privy Council suggesting that some investigation might well be made by the Board of Railway Commissioners in regard to the question of alleged discrimination between eastern and western freight rates.

Following consideration of an application to the Board of Railway Commissioners requesting cancellation of the increase in freight rates or a reduction to 15 per cent. in Western Canada, the Board dismissed the application and held a preliminary hearing regarding the general question of eastern and western freight rates at Ottawa on December 14th, 1920. Following this hearing a number of requests were made to the railway companies for various information which was in part supplied to interested parties, and the Board entered upon hearings beginning in Vancouver, April 7, terminating in Winnipeg on April 25th, for the purpose of taking evidence in regard to this question. It is expected that further hearings will be held in the Maritime Provinces and at Ottawa in the near future. Representations in connection with Maritime Provinces case will be made at an early date. Detailed representation on behalf of British Columbia was deferred for a later date on account of the fact that counsel for that province was not in a position to proceed.

Class Rates from Vancouver to Points East:—With the inauguration of hearings in regard to the question just mentioned, a request was made by the Department to the Board that this matter should not be considered as part of that question. The Assistant Manager pro-

ceeded to Vancouver in connection with this particular case, and submitted evidence to show that the judgment of the Board of Railway Commissioners in the western rates case was improperly interpreted by the carriers and that rates should be realigned to the basic direction contained in that judgment. As far as we are able to learn, it would appear that the Board has considered that this question is one which comes within the scope of the general question of rates in British Columbia.

Commodity Rates:—The railway companies increased their rates on brick to Toronto on June 1st, 1920. The manufacturers of brick, after conferring with the railway companies, requested that such action be postponed pending the general increase, but finally agreed to the rates, provided they would be considered at the time of the general increase. At that time, however, the question was dealt with by the Board, and a general increase allowed. The question was then taken up with the railway companies, and after some negotiation a slight reduction was made. The rates are still abnormally high for the movement of this kind of traffic.

A reduction in rates was secured on shipments of brass wire cloth and fibre products from Eastern Canada to Vancouver.

Transcontinental Rates: — With the last increase, rates on shipments moving between Eastern Canada and the Pacific Coast, and Eastern United States and the American Pacific Coast became so high that the various services via the Panama Canal are being utilized by the shippers on both coasts for the handling of a considerable quantity of traffic. Within the past year there has been a very large growth in both the number of steamers and the variety and quantity of freight handled via this route. Quite recently an extreme case was cited where oranges were handled by steamer from California to Philadelphia, arriving in good condition. Lumber, blister copper and the other raw materials have moved in large volumes from the Pacific Coast to the Atlantic, while large quantities of manufactured goods are moving westbound. The railway companies in Canada, recognizing some of these difficulties, established, effective on April 21st, new rates from the Pacific and inter-mountain lumber points to Eastern Canada, making the rate from coast points to Toronto 90c. and to Montreal 95c., and from inter-mountain points 81c. and 88c. respectively. With the increase in the competition from the Panama Canal, there is bound to be some readjustment of transcontinental rates.

The situation in the United States is somewhat conflicting for the reason that there are not any through transcontinental lines,—that is, the eastern lines usually stop at Chicago. Therefore they are somewhat reluctant to join in a proportion of reduced through rates to the Pacific Coast, when they can carry shipments to the Atlantic seaboard at the full locals for handling via Panama Canal. The transcontinental rates in Canada are based on those in the United States, and will have to follow them to a great extent. This has acted to the advantage of those in Canada in the past and should continue to do so.

Railway Legislation

Proposed Amendment to Railway Act, 1919, providing Railway Commission with power to Order Reparation: — This amendment is very important to the shipping public. It has not as yet been submitted to the Government in the form of a bill, but certain negotiations have been made, and it would appear advisable that this amendment be submitted to the next session of Parliament and an endeavor made to have it passed. For a number of years the same provisions have been in effect in the United States under the Interstate Commerce Act as amended, and has proved an assistance to shippers who have been damaged by the carriers charging excessive rates or making errors in publication of increases. A number of cases have occurred in Canada in recent years where shippers have been compelled to pay out large sums of money due to excessive rates which have been found by the Commission to be excessive, but owing to limited powers, that body has been unable to make their decision retroactive. Every business organization in Canada should get behind this amendment and see that it goes through.

Proposed Amendment to Railway Act Providing Railway Commission with have again received a Bill from Ottawa, House of Commons' Bill No. 54, presented by Mr. Armstrong, member for Lambton, having for its purpose the placing of water carriers under the jurisdiction of the Board of Railway Commissioners. Communication has been sent to the Minister of Railways and Canals, reiterating our protest against such legislation as its passage would certainly have a very detrimental effect on the general shipping public.

Special Services and Arrangements Incidental to Transportation

Milling in Transit Charge on Grain in the West: — Further representations were made by various mills in the west during May, 1920, before the Board of Railway Commissioners at Ottawa in regard to this question. The matter is now before that body for a decision.



Three good Fellows from the Prairies

G. E. Carpenter, secretary, and W. G. Fraser, chairman, of the Prairie Division, with C. J. Williams of Calgary

Telegraph

Increase in Tolls:—The Board of Railway Commissioners issued General Order 297, dated May 21, 1920, allowing a general increase in the tolls of telegraph companies. The new tolls are based upon the minimum charge of 30c. for a ten-word message within each zone, and an increase of varying amounts for the service covering messages which must travel between two or more zones. The companies have divided the country into various zones, increasing the number particularly in Eastern Canada.

Telephone

Increase in Tolls:—During August, 1920, the Bell Telephone Company made

application for increase in their tolls, this application being subject to considerable investigation by the Board of Railway Commissioners, and considerable opposition from various municipalities and business organizations. The proposal of the company included a change to a measured rate basis in cities of Toronto, Montreal, Hamilton, Ottawa and Quebec, in addition to an increase in the flat rate. They also proposed an increase in flat rates at other points. In addition to this the company proposed to establish a service connection charge, increase the long distance rates and establish a new basis therefor. From these various increases, it was stated they expected to secure the sum of $4,577,684. The Board of Railway Commissioners' General Order 338, and judgment forming part thereof, dated April 13, 1921, found that the Telephone Company had a deficit of $2,100,000 and was only entitled to this amount. Therefore, the Order allowed an increase for local flat rate charges of 12 per cent., representing a sum of $949,867, the total increase requested in long-distance charges amounting to $969,033, and the establishment of a service connection charge amounting to $181,100, or a total of $2,100,000. The establishment of the measured service was denied by the Board on the grounds that the company had not shown conditions in Canada warranted such a charge.

Express

The Express Companies received, effective February 9th, an increase in tolls as follows:

First class rates	35%
Second " "	25%
Commodity rates	20%

Re-establishment cartage charge at non-cartage points.

The original application of the Express Companies requested an increase of 40% in all charges. At the final argument this application was changed to an increase of 33 1/3% with the addition of an amount represented by the re-establishment of cartage charges at non-cartage points. It is stated, in the judgment of the Board, that the increases in rates allowed represents an average of 30%. In addition to this the Express Companies were allowed an amount covered by the re-establishment of the cartage charge at non-cartage points. There have been recent rumors that the charges for the smaller packages handled by express are now entirely too high, and that some revision will have to be made in order to secure the business.

All of which is respectfully submitted,

W. S. CAMPBELL, *Chairman.*
S. B. BROWN, *Ass't. Manager Trans. Dept.*

Discussion of Report

A. S. Bell, Oshawa, in moving adoption of report, said he did not consider the Canadian National Railways' deficit as serious as it might seem on the surface. He recalled the early years of the C.P.R. when pessimists had said it would never pay any dividends. The C.N.R. passed through a lot of new territory and this would gradually be opened up and become productive. He looked for a freer movement of traffic, with reduced rates, and was optimistic enough to think that the deficit would be wiped out. With regard to cancellation of wage agreements, Canadian roads were largely influenced by conditions in the United States and would follow developments there.

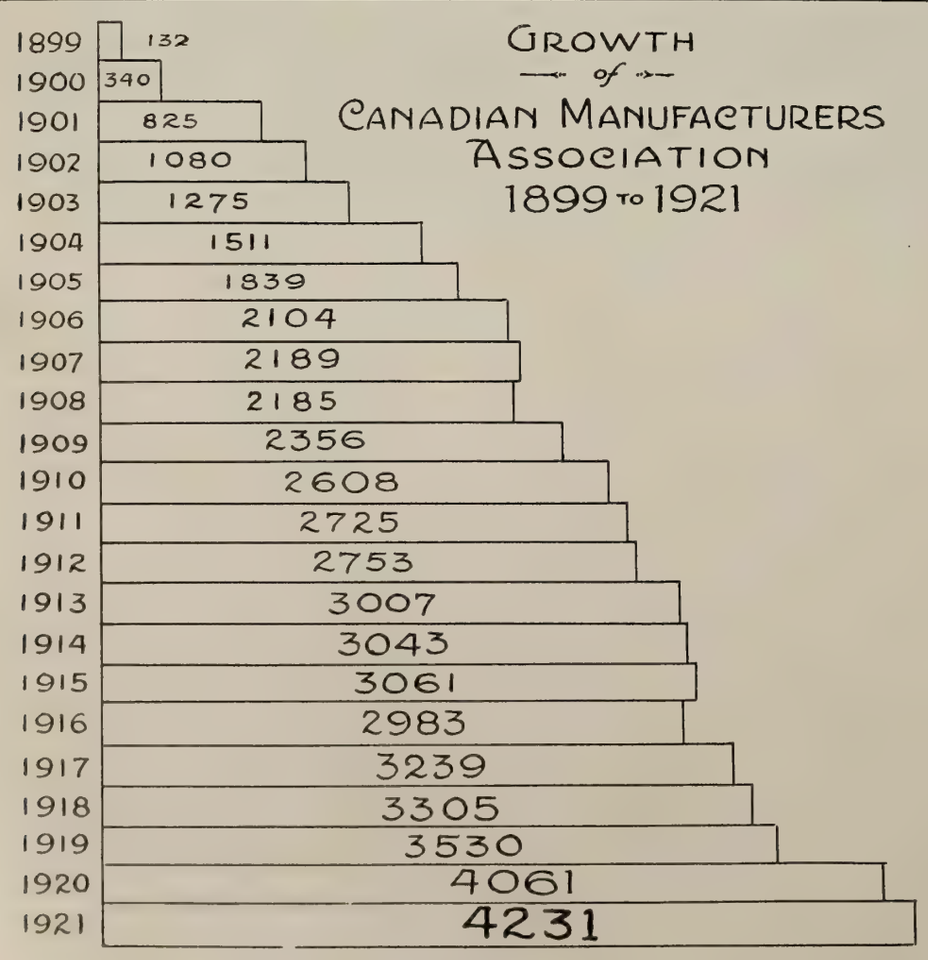
J. F. M. Stewart, Toronto, voiced a strong plea in favor of the Canadian Government Merchant Marine. The government had been asked from time to time to encourage shipbuilding and during the war the people were unanimously behind the government in its shipbuilding activities. It was not fair now, when there was serious depression in the shipping business, to criticize the government for the fact that they had invested many millions of dollars in ships which for the moment were not profitably employed. The day would come and was not far distant when Canadians would be very glad that the ships were available.

J. S. Thomson, Vancouver, referred to the question of class rates from Vancouver to points east, paying a compliment to the Transportation Committee and to Messrs. Walsh and Brown for the work they had done in the interests of British Columbia manufacturers. He then dealt with the question of rate discrimination, showing that on goods moving east across the mountain division, they were charged practically a mile and a half for every mile of haul. The case was before the Railway Commission and the association had lent every assistance for the proper arguing of the matter.

L. W. Simms, St. John, expressed appreciation on behalf of the Maritime Provinces for the work done by the committee. It was absolutely impossible for any one manufacturer to begin to get any degree of knowledge of the vast problem of transportation, let alone defend himself in the paying of rates and the transportation department was a great safeguard.

J. H. Sherrard, Montreal, referring to Mr. Stewart's remarks about the Merchant Marine, said he would favor going a step farther. At the present time the farmers of the west were facing the loss of their markets on live stock and, with the new emergency tariff going into effect in the United States, it would be very desirable for the association to go on record as working in co-operation with the western farmers in any way that will enable them to get better service to the seaboard for their cattle. This would mean cold storage facilities and a little improvement in present ocean service.

The report was then adopted.



Report of Membership Committee

Further Substantial growth is recorded as result of the Year's Efforts made by the Committee

YOUR Committee beg to report that 447 new members joined the Association during last year.

The Association began the year on May 1st, 1920, with a total membership of 4,061. Applications received and passed during the year totalled 447, resignations accepted numbered 277, leaving a net gain of 170. The total membership of the Association on May 1st, 1921, was 4,231. Applications and resignations according to provinces were as follows:

	New appl's.	Resignations.	Net gain.
Ontario	255	131	124
Quebec	120	81	39
British Columbia	52	8	44
New Brunswick	1	12	*11
Nova Scotia	5	9	*4
Manitoba	5	19	*14
Alberta & Saskatchewan	9	16	*7
Prince Edward Island	—	1	*1
	447	277	170

*Loss.

Your Committee outlined a general plan for procedure which was carried into effect by the staffs of our five Divisions. Appeal was made by personal canvass, by circulars, by correspondence and by special meetings. The following table shows, by years, the growth of the Association's membership since 1899, when it was reorganized on a national basis:

Fiscal year.	Association's Total membership.	Net gain over preceding year.
1899	132	—
1900	340	208
1901	825	485
1902	1,080	255
1903	1,275	195
1904	1,511	236
1905	1,839	328
1906	2,104	265
1907	2,189	85
1908	2,185	4*
1909	2,356	171
1910	2,608	252
1911	2,725	117
1912	2,753	28
1913	3,007	254
1914	3,043	36
1915	3,061	18
1916	2,983	78*
1917	3,239	256
1918	3,305	66
1919	3,530	225
1920	4,061	531
1921	4,231	170

*Loss.

NOTE.—The gain shown in the third column is net, i.e., the difference between new applications and resignations.

Membership work last year was especially difficult owing to the dullness of trade. Attention is directed to the fact that in two previous depressions, namely, 1908 and 1916, the membership suffered a net loss of 4 and 78 respectively. This year, however, in spite of the trade depression, your Committee have been able to report a net gain of 170. In addition to resignations, caused by failures resulting from the trade depression, a considerable number of other firms, who had entered manufacturing during the war, discontinued operations, and hence became ineligible for membership. It is gratifying to report that none of these resignations were in any way due to dissatisfaction with the policies or administration of the Association. During the year ending April 30th, 1919, the Association accepted 637 new members; last year it accepted 447 new members, making a total of 1,084 new members received into the Association through the past two years—the greatest increase in any two years of the previous history of the organization. The entrance of such a large number of new members naturally increased proportionally the administrative work of the Association.

The actual cash collections for fees for the year ending the 30th of April, 1921, amounted to $154,252.57, being an increase of $21,096.71 over the previous year.

The increase in the fees secured from new members during the year amounted to $11,330, the loss in revenue from resignations amounted to $6,225, leaving a net gain in revenue of $5,105.

The following table shows the distribution according to the fees of the membership in each province, and the amount of fees paid by each class:

	$10	$15	$25	$35	$50	$75	$120	$150	$200	$300	$400	Total
Ontario	272	515	462	362	245	162	109	64	42	8	9	2,250
Quebec	140	213	204	150	98	73	44	41	17	9	7	996
Nova Scotia	21	34	34	21	10	5	2	3	3	..	2	135
British Columbia	38	49	51	34	7	11	5	3	3	..	..	201
New Brunswick	23	24	28	22	11	12	5	1	1	2	..	129
Manitoba	146	81	45	31	19	9	4	1	1	..	..	337
Alta. and Sask.	60	52	28	16	6	3	1	..	..	..	..	166
P. E. Island	4	7	3	3	..	..	..	..	..	..	..	17
	704	975	855	639	396	275	170	113	67	19	18	4,231

Information gathered by the Committee indicates that nearly all the large and medium-sized manufacturing concerns in Canada belong to the Association. Those who are outside of the Association are chiefly small firms who have recently started manufacturing operations, or who are engaged in manufacturing for local trade.

Your Committee beg to thank those members of the Association who have aided the Committee during the past year in securing new members, and respectfully urge the membership to consider it their duty through the coming year to induce non-members to join the Association.

All of which is respectfully submitted,

P. E. JOUBERT, *Chairman.* J. T. STIRRETT, *General Secretary.*

Discussion of Report

Paul E. Joubert presented and moved adoption of the report. He said he thought a personal appeal to non-members would have a very good effect, especially where a manufacturer was in the same line of business. A strong membership was needed to strengthen the hands of the Minister of Finance, Mr. Roden. The field secretaries had done excellent work but members themselves could help a great deal.



Paul E. Joubert

Lamontagne, Limited, Montreal
Re-elected Chairman, Membership Committee for 1921-22

Angus McLean, Bathurst, N.B., seconded the motion.

The president declared that the report was most gratifying. An increase of 170 members was something to be proud of, especially in this year of reorganization and reconstruction.

The report was thereupon adopted.

Tariff Committee Reviews Work

Covers many important matters and appends reports on Trade with U. S. and on Free Ports

OWING to the enquiry into the Canadian customs tariff and the general instability of tariffs in other countries and the frequent and extensive increases made in these tariffs, the work of your Committee and the Tariff Department during the past year has been much heavier than in previous years.

Higher Tariffs Throughout the World

In our last annual report attention was directed to the precautions taken by a great many of the important trading nations to safeguard their home markets by new customs protective measures. The tendency in this direction, through import embargoes and increases in tariff rates, has been accelerated during the past year in practically all the great trading nations of the world.

Since our last annual report Belgium, France, Switzerland, Italy, Spain, Portugal, Austria, Poland, Greece and the United Kingdom have introduced legislation to increase tariff rates on imports. The Governments of other important European countries have announced their intention to take similar action. Similar legislation has been a feature in South American countries, resulting in increased customs tariffs in Argentina, Chile, Peru, Paraguay, Uruguay and Bolivia. Brazil is also considering tariff revision and new tariff schedules have been prepared but not yet adopted. British India, and the countries comprising the West Indies, have increased their tariffs very generally; and a tariff revision upwards is under way in the United States.

The general tendency throughout the world has been to increase the tariff rates designed to protect home industries, and to prevent, by anti-dumping regulations and other import restrictions, the dumping of merchandise by countries whose currency, in relation to the importing country, is depreciated.

United Kingdom, Safeguarding of Industries

Early in May, 1921, the British House of Commons approved of two resolutions, one of which authorizes the imposition of a 33⅓ per cent. duty on imports of key industry products for a period of five years. The other resolution deals with dumping. It provides for the imposition of a duty of 33⅓ per cent. on imports which are either dumped or are from countries with depreciated currencies. The anti-dumping provision is not restricted in its operation to any period of years, and an order applying its provisions may be made on the ground that articles of the class or description in question are being sold or offered for sale in the United Kingdom:

(*a*) At prices below the cost of production thereof, or

(*b*) At prices which by reason of depreciation in the value in relation to sterling of the currency of the country in which the goods are manufactured, are below the price at which similar goods can be profitably manufactured in the United Kingdom;

and that by reason thereof employment in any industry in the United Kingdom is being, or is likely to be seriously affected.

The key industry products on which a duty of 33⅓ per cent. is to be imposed for a period of five years, include:

Optical glass and instruments.

Scientific glassware and porcelain, engineering and scientific instruments.

Wireless valves.

Magnetos.

Arc carbons.

Hosiery latch needles.

Metallic tungsten and the products of other rare earths.

Synthetic and organic chemicals, other than dyestuffs.

The Board of Trade Department of the British Government, is to be given power to add other articles to these classes. There will also be a provision for the granting of exemption in respect of Canadian and other Empire-made key industry products, but we have no information whether this exemption will consist of the whole of the duties or only a portion.

United States Tariff Legislation

It will be recalled that the emergency tariff legislation known as the Fordney Bill was passed by the United States House of Representatives and Senate, but vetoed by Ex-president Wilson a few days before the termination of his office. The new Congress of the United States which reassembled on April 11th, reopened the matter, and passed practically the same legislation as that vetoed by Ex-president Wilson. A statement of the old rates of duty, and the new emergency tariff rates effective under this legislation, and the quantity and value of Canadian exports to the United States affected, appears as Appendix 1 to this report. The object of this legislation, as stated by its supporters, is to provide relief for United States' farmers and other producers, until such time as the permanent tariff legislation, being drafted, is passed by Congress, to carry out the pledges given by the Republican party previous to the last election that, if it was returned to power, the United States tariff would be increased.

The Canada West Indies Trade Agreement

This agreement was entered into on the 18th day of June, 1920, and was to become effective after approval by the respective legislatures of the countries signatory to the agreement.

The West Indies, which are parties to the agreement are: Barbados, British Guiana, Trinidad, British Honduras, Leeward Islands (Antigua, St. Christopher-Nevis, Dominica, Montserrat and Virgin Islands), Windward Islands (Grenada, St. Vincent and St. Lucia), Bermuda, Jamaica and the Bahamas.

Products of the British West Indies, except tobaccos and alcoholic liquors, may be imported into Canada subject to one-half the duties payable on similar goods from foreign countries; greater preferences are provided for sugar, cocoa beans, lime juice, arrowroot, cocoanuts, grape fruits and onions; and the preferential tariff rates are effective at custom houses in Canada on and after May 10th, 1921.

Barbados, British Guiana and Trinidad agreed to admit Canadian products at one-half the duties applied upon foreign goods. The British Guiana preference went into effect on December 7th, 1920. The Trinidad preference for Canadian goods went into effect in April, 1921.

British Honduras, the Leeward Islands and the Windward Islands agreed to admit Canadian products at two-thirds the rates of duty applied upon foreign goods. British Honduras made this preference effective from October 12th, 1920; Grenada from November 23rd, 1920, and St. Vincent from January 24th, 1921.

Bermuda and Jamaica agreed to admit Canadian products at three-fourths the rates of duty applied upon foreign goods. The Bahamas agreed to give a preference of 10 per cent., but they have actually made the preference 25 per cent. It should be noted that some of the West Indies as yet have not put the agreement into effect.

Full particulars on the trade of these Islands, and in regard to the invoice requirements for Canadian shipments into the British West Indies are obtainable promptly from the Association's Tariff Department.

Trade Agreement Between France and Canada

In January, 1921, a temporary Trade Agreement was entered into between the French and Canadian Governments, pending negotiations for a new Commercial convention between the two countries.

Under this agreement the products of France are to be admitted into Canada at the lowest rates of duty extended by Canada to the products of any foreign country.

Thus, France is accorded most favored nation treatment. French products will now be subject to the same duties as apply on like products of Belgium, the Netherlands, Italy and Japan. To be entitled to such favorable treatment the goods must be conveyed without transhipment from a port in France or from

a port of a British country into a sea or river port in Canada.

The special preferences provided for French goods when entering Canada under Schedule "C" of the French Treaty of 1907 are no longer in effect. The provisions of the former French Treaty applied, in addition to France, to Algeria and to the French colonies and possessions and territories of the Protectorate of Indo-China; the provisions of the present agreement apply only to France.

As to Canadian goods entering France, the French Government agreed to continue the application of the French minimum tariff to the list of articles specified in the conventions of 1907 and 1909, with certain modifications and also with certain additions. The articles specified in some fourteen items in the former French Treaty are no longer entitled to the benefit of the minimum tariff but merely to a percentage rebate based on the difference between the French general and minimum tariffs. In addition, Canadian products, specified in some thirty-one items of the French tariff, will enjoy the benefit of the minimum tariff in twenty-three of the items and a percentage of reduction in the remaining eight items.

Unfortunately, in the case of those products which enjoy only a percentage of reduction, the benefits which were anticipated under the agreement are not likely to be realized in view of the fact that France, early in the month of April, increased the duties payable on a considerable number of articles under the general tariff. These increases were directed chiefly against certain European countries owing to the depreciation of their currency in relation to French currency, but the increased rates will also apply in respect to importations from Canada in view of the fact that no exception was made to cover importations from this country. Representations have been made to the Canadian Government in the hope of obtaining relief from the application of the increased rates to Canadian goods.

German Reparation (Recovery) Act

The Parliament of Great Britain at the last session passed a German Reparation (Recovery) Act which provides that any person who imports into the United Kingdom German goods to which the Act applies must pay fifty per cent. of the value of the goods to the Commissioners of Customs and Excise, whose receipt for the sum so paid operates as a discharge against the person to whom the purchase price of the goods is due.

The Act came into force on April 1st, 1921. It applies to goods entered for consumption in the United Kingdom, under the following conditions, viz.:

(*a*) Goods first consigned from Germany irrespective of the place of manufacture or production.

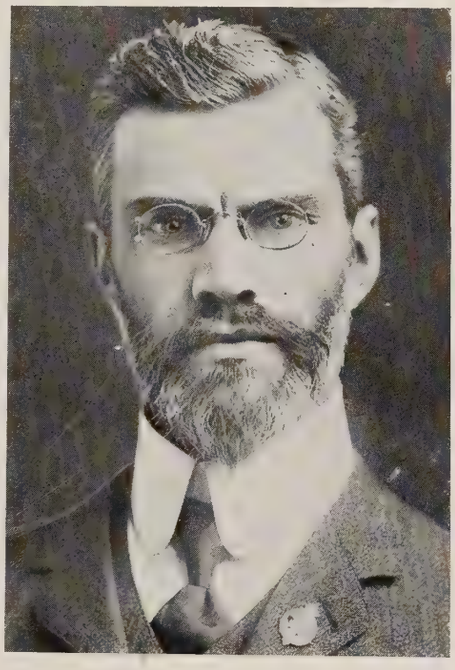
(*b*) Goods wholly manufactured or produced in Germany, irrespective of the place whence consigned to the United Kingdom.

(*c*) Goods partially manufactured or produced in Germany, irrespective of the place whence consigned to the United Kingdom, unless 25 per cent. or more of the value of the goods is attributable to processes of manufacture undergone since the goods last left Germany.

The Act does not apply to German goods imported into the United Kingdom in transit for export.

The French and Belgian Governments have also passed similar acts.

Unless the German Government honors the certificates covering the fifty per cent. payment to the Allied Governments, and recoups the German exporters, the scheme will undoubtedly increase the price of their goods by the amount of the reparation charge; and in such case importations of German goods which may be shipped to this Dominion from the United Kingdom or from France will need to be advanced in value for duty purposes by the amount of the reparation charge, because the value for duty is represented by the fair value of the goods if sold for home consumption in that country whence they begin their continuous journey consigned to the importer in Canada.



Joseph Picard

Rock City Tobacco Co., Quebec
Chairman, 1921-22 Tariff Committee

Preferential Tariff With Australia

The Parliament of Australia adjourned last year without adopting the customs tariff which was introduced on March 24th, 1920. Consequently, nothing can be accomplished in furthering negotiations for tariff preferences between Canada and Australia until the above tariff bill has been approved by the Australian Parliament. When the bill becomes law the Australian Parliament will have power to provide tariff preferences, subject to subsequent ratification by the Australian Parliament.

Canadian Customs Tariff Enquiry

When it was announced that the Government had decided to conduct an enquiry into the Canadian Customs Tariff by a Committee of Cabinet Ministers, your Committee took immediate steps to arrange that the views of our members should be placed on record. Members of the staff appeared at all sittings of the Committee and assisted those members who were submitting cases. A general statement was prepared, approved and submitted at the opening session of the Committee in Winnipeg on September 14th, 1920. This statement reaffirmed the adherence of the Association to the fiscal policy of adequate protection for Canadian industry, and was published in the principal newspapers of the country. As this statement dealt very fully with economic conditions in Canada and other countries, and outlined in considerable detail the reasons why a protective tariff is necessary for the national development of Canada, your Committee do not propose to repeat any part of this statement in this report, but it is recommended that the records of the Association should be completed by having this annual meeting endorse the views expressed on behalf of the Association to the Committee of Cabinet Ministers.

Although revision of the Canadian tariff has been postponed, owing chiefly to lack of knowledge of the provisions which will be contained in the new United States tariff, now being drafted, it is certain that revision of our tariff cannot be deferred much longer, and in that revision no departure should be made from the national policy of safeguarding and developing all the industries of the country.

Imports From Europe

Since the war Canada has not been equipped with a proper system for investigating and appraising the value of shipments to Canada from Europe. As the Association has received many complaints of improper appraisement of such goods, the Tariff Committee recommended to the Government that qualified officers should be maintained in some of the principal European countries for the purpose of furnishing information in regard to prices and costs of manufacture which would enable customs officials to make a more accurate appraisement of the value of imports.

Sales Tax

The introduction of the sales tax in May, 1920, necessitated the preparation and distribution of a number of circulars and pamphlets dealing with the operation of this tax, as all our members are affected by it. Giving explanations in regard to the sales tax is now a

regular portion of the Department's work.

Free Ports

During the last year there was a movement to make the City of Vancouver what is known as a "free port." Owing to the lack of information in regard to free ports there was for a time considerable support given to this suggestion. Briefly, to have made Vancouver a free port would have practically destroyed the present industrial development of that city, and would have prevented effectually any future industrial development. The Tariff Department prepared a memorandum, shown as Appendix 2 to this report, which describes free ports, the conditions which justify their creation and the results which follow their establishment. On the recommendation of the Tariff Committtee the Association lodged a strong protest with the Government against the proposal.

The Tariff Department has reported the customs and excise rulings in INDUSTRIAL CANADA and by circular where the matter dealt with seeemed to be important and urgent.

Your Committee believes it worth while to recall to the members of the Association that the services of the Association's Tariff Department are free to each member, without charge. To this Department of the Association members may appeal for assistance in regard to the customs law of Canada and its interpretations; and for information on foreign and colonial tariffs and customs regulations. Questions of valuation for duty purposes, of error in customs entries, of difficulties in connection with drawbacks; of duties or of refunds of duties overpaid, and any other questions bearing on customs will be dealt with by the Tariff Department, which is at the disposal of all members of the Canadian Manufacturers Association.

All of which is respectfully submitted,

GEORGE W. WATTS, *Chairman.* J. R. K. BRISTOL, *Man. Tariff Dept.*

J. E. WALSH, *General Manager.*

Exhibit I.

Statement Showing Exports from Canada to United States of the undermentioned goods of Canadian Production during the Fiscal Year ended March 31st, 1921.

Description.	Present U.S. Customs Tariff Rate on Imports.	New Emergency Tariff Rate of U.S. against Imports.	Quantity and Value of Canadian Products Exported from Canada to U.S. during 12 months ending March 31, 1921.	
			Quantity.	Value.
Wheat ..... Bush...	Free	35c. per bushel..	42,324,894	$91,442,298
Wheat Flour ..... Brls...	Free	20% ad valorem.	1,187,750	12,023,090
Flax Seed ..... Bush...	20c. per bushel ...	30c. per bushel..	1,343,591	3,473,610
Indian Corn ..... Bush...	Free	15c. per bushel..	8,616	16,692
Beans ..... Bush...	25c. per bushel ...	2c. per lb.	12,282	53,794
Potatoes ..... Bush...	Free	25c. per bushel..	4,204,684	8,328,862
Onions ..... Bush...	20c. per bushel	40c. per bushel..	Statistics of our exports are not separately classified.	
Live Cattle, 1 yr. old or less. No...	Free	30% ad valorem.	72,731	1,473,222
Live Cattle, over 1 yr. old... No...	Free	30% ad valorem.	221,278	19,759,329
Sheep, live ..... No...	Free	1 yr. old or over, $2 per head. Less than 1 yr. old, $1 per head	183,634	1,700,992
Beef, fresh ..... Cwt...	Free	2c. per lb.	358,383	5,829,181
Mutton and Lamb, fresh... Cwt...	Free	2c. per lb.	62,421	1,595,111
Pork, fresh ..... Cwt...	Free	2c. per lb.	9,338	316,151
Beef, pickled, in barrels... Cwt...	Free	25% ad valorem.	1,994	29,764
Bacon and Hams, shoulders and sides ..... Cwt...	Free	25% ad valorem.	5,997	203,960
Pork, dry salted ..... Cwt...	Free	25% ad valorem.	394	6,599
Pork, pickled, in barrels... Cwt...	Free	25% ad valorem.	806	15,246
Poultry, dressed or undressed.....	2c. per lb.	25% ad valorem.	.....	496,170
Canned Meats, n.o.p..... Lbs...	Free	25% ad valorem.	85,739	35,287
All other meats, n.o.p..... Lbs...	Free	25% ad valorem.	2,568,483	439,605
Wool ..... Lbs...	Free	Wool unwashed, 15c. per lb. Washed, 30c. per lb. Scoured, 45c. per lb....	7,128,065	2,094,691
Wool Clothing knitted.....	35% ad valorem...	45c. per lb. and 35% ad valorem	.....	119,273
Wool Clothing, n.o.p.	35% ad valorem...	45c. per lb. and 35% ad valorem	.....	154,830
Woollens, n.o.p.	35% ad valorem...	45c. per lb. and 35% ad valorem	.....	389,258
Sugar, testing not over 75 deg. ..... Lbs...	71c. per cwt.....	$1.16 per cwt....	56,889,790	9,999,566
Butter ..... Lbs...	2½c. per lb.	6c. per lb.	5,993,786	3,156,951
Cheese ..... Lbs...	20% ad valorem...	23% ad valorem.	641,950	184,883
Milk, fresh ..... Gals...	Free	2c. per gal.....	1,508,618	412,916
Cream ..... Gals...	Free	5c. per gal.	1,279,195	1,987,461
Milk, preserved or condensed.... Lbs...	Free	2c. per lb.	14,919,288	2,352,319
Tobacco, unmanufactured.. Lbs...	Unstemmed, $1.85... per lb. Stemmed, $2.50 per lb. ...	Unstemmed, $2.35 per lb. Stemmed, $3.00 per lb.	26,831	34,097
Apples ..... Brls...	10c. per bushel....	30c. per bushel..	48,107	171,226
Cherries ..... Brls...	10c. per bushel....	3c. per lb.	Statistics of our exports are not separately classified.	
		Total Value		$168,296,254

NOTE.—The total value of all Canadian exports to the United States for the year ending March 31st, 1921, was $542,304,000.

Appendix 2
FREE PORTS

The only justification for a free port is when such place can be made a centre for world trade, so that it may become one of the great jobbing centres of the world, into which goods may be gathered from all over the world for distribution to other points throughout the world.

The only free ports in existence at the present time are:—

Emden, Danzig, Hamburg, } GERMANY.

Copenhagen DENMARK.

Cadiz, Barcelona, Bilboa, Santander, } SPAIN.

Stockholm, Malmo, } SWEDEN.

Helsingfors, FINLAND.

Goods may be imported into each of these free ports from all over the world and stored, repacked, reshipped thence abroad, or sold and consumed in such free port without payment of any customs duties. The country which the free port forms a part of imposes the same tariff walls against importations inland from the free port as it imposes against similar importations from other countries.

Those who advocate free ports in this Dominion do not make out a case as to how the creation of a free trade zone would increase that port's trade or this Dominion's trade; nor do they attempt to show by a statement of facts as to how alleged waste of time and money would be eliminated by a free port.

They do not attempt to establish from a statement of facts that there will be an actual increase in trade through the establishment of a free trade port or zone. All their comments merely indicate their keen desire, in which we share, for those large trade conditions, (where their port's trade is less than they think it should be), which prevail to-day even in the seaports of countries operating wholly under a protective tariff, where foreign trade is active, as in New York, and many other seaports throughout the world that are not free port zones. For example, see following statement of trade through some of the world's important seaports, during the year 1919:

	Imports.	Exports.	Total. (in millions).
London	$1,873	$763	$2,637
Liverpool	2,357	966	3,323
*Hamburg	1,084	817	1,900
New York	2,064	3,456	5,520
U. K'd'm (13 ports)	5,800	2,200	8,000
U.S. (12 ports) ..	3,700	7,800	11,500

* Free port zone.



At the Lieutenant Governor's Garden Party

Ex-President McKinnon chats with Hon. C. C. Ballantyne while Mrs. McKinnon is talking to a friend



Premier Meighen walking on the Terrace

Accompanied by Edmond Chasse, managing editor of L'Evenement, J. H. Fortier and Cyrus A. Birge

It will be observed that Hamburg is the only free port in the foregoing list. If "free zones" promote foreign commerce and lead to commercial supremacy the port of Hamburg should lead all the ports of the world. Nevertheless, the incoming and outgoing trade of London, Liverpool or New York exceeds that of Hamburg and, in the United States, which has a broad protective tariff, twelve United States ports greatly exceed the incoming and outgoing trade of thirteen of the largest ports of the United Kingdom, whose protective tariff is much more limited.

There are scores of seaports throughout the world that are not free ports, but which are, nevertheless, showing splendid economical facilities for receiving, transferring, and reshipping merchandise. It is an error to assume that such facilities are a special feature of free ports.

Manufacturers located in a free port would be subject to keen competition from the manufacturers of other great trading nations who operate behind tariff walls. Unlike the manufacturers of other countries, whose "home" market is generally assured to them by a protective tariff, the manufacturers in a free port would have no assured home market. Such manufacturers would be subject to all sorts of "dump" competition in respect to everything they produced.

If manufacturing in a free port is impossible, owing to the keen competition from manufacturers in other countries who operate behind tariff walls, the employment field, instead of enjoying a wider labor market in a free port zone, would suffer from a restricted labor market. Could a merchant succeed if the laws of his city were to provide that all his sales to customers, outside a specified radius of twelve business blocks surrounding his store, would be subject to a tax of, say, 15 or 20 per cent., whilst all merchants in that city, outside the radius of those blocks, could sell to customers throughout the city, within or without that specified area, without paying such tax? It is obvious that the merchant in the restricted area would have to go out of business. Yet, in a larger way, those are the conditions that would apply to manufacturing in a free port zone. Into whatever country such a manufacturer would ship his goods, they would be subject to the customs tariff of the importing country, but, on the other hand, traders in every country could dump their surplus stocks into the free port zone, where such manufacturer's factory is located, without paying any tax.

Most advocates of a free port zone who have studied the subject, freely acknowledge that they would not expect manufacturing to develop there.

Free port zone advocates in this Dominion, whether designedly or not, are playing the game of free trade theorists.

Experience shows that manufacturing in free ports is on a constantly diminishing scale; everything that might be classed as manufacturing is limited largely to grading, cleaning, sorting and mixing. Consequently, no one can expect that any manufacturer would find an inducement in the free trade zone sufficient to warrant investment there.

Mr. Rosseter, who appeared before the Committee of Ways and Means, Washington, in October, 1919, as an advocate of free port zones, stated:

"On the point of manufacture, I would say that, having personally studied Hamburg conditions at various times over a period of twenty years, it appeared that such operation was on a constantly diminishing scale and finally at a minimum. The expectations in that respect did not materialize. Everything that might be classed as manufacture is limited largely to grading, cleaning, sorting, mixing and refining. I cannot see how in this country any manufacturer would find an inducement in the zone sufficient to warrant investment there; none at all."

Manufacturers appeared before the same Committee in Washington to protest against free ports. Mr. Bowman, Treasurer of the John A. Roebling's Sons Co., of New York, made the following statement to the Committee:

"I should like to refer to the question asked by Mr. Garner, 'You couldn't speak from as much experience with the exportation of the articles as the gentleman who is engaged in that business.' I would like to say that we have been engaged in exporting our product for over thirty years. We have selling agents in nearly all important countries in the world. Our own direct salesmen travel around the world. I have had personal supervision of the travelling abroad, and we are now earnestly seeking export business. I believe it would help us to have other American manufacturers do more export business. But, from my own experience, I can't see how the 'free port' would help, and I can see many ways in which it would hinder.

"From the difficulties we have encountered, I can think of things that Con-

gress might do that would be of far more help in marketing American products abroad than the establishment of free ports. This question of selling American-made goods abroad is just as important as the gentlemen who have spoken have stated, and I think the whole question is worthy of the serious consideration of Congress, but the free port is not the answer."

Mr. Frederic C. Howe, free trader and single taxer, in March, 1919, in a statement in support of free ports, made the following admission:

"In the second place, the free port is not designed to be a great manufacturing centre at all."

Mr. Henry R. Towne, former President of the Merchants' Association of New York, and an advocate of free ports, says:

"The promotion of commerce rather than of manufacture would be the chief purpose of the free port."

Those who advocate free port zones in this Dominion seem to assume that large sums of money are tied up for the customs duties held on goods held in bond at seaports in Canada. But this is wholly in error. The fact is that goods stored in customs bonded warehouses pay no duties unless, and until, they are entered ex-bond for consumption in Canada. The goods may be exported, ex-bond, without paying any duty, and they may be transferred from one bond to another without paying any duty, or they may be packed or repacked in bond without paying any duty. In this connection, section 89 of the Customs Act provides that the owner of any warehoused goods may sort, pack or repack, or make any lawful arrangements respecting goods warehoused in bond—in order to the preservation or lawful disposal thereof, and may take therefrom samples, without payment of duty or making customs entry.

The customs cordon which would have to be thrown around a free port zone to prevent smuggling from that zone into the interior of Canada, would be very much more expensive than the present system of customs warehouses. It is true, however, that this expense would be transferred from the owners of customs bonded warehouses, who directly profit from the use of such warehouses, to the shoulders of all taxpayers throughout Canada.

There seems no ground for a free zone or free port at ocean ports in Canada, for the promotion of overseas commerce, because, under the present customs rules and regulations, vessels arriving from abroad at ocean ports in Canada, are freely permitted to discharge such goods into sufferance warehouses at wharves and docks, or transfer the same to bonded premises owned or rented by the importer.

In the United States the practice is different. Their customs rules and regulations require that a vessel landing at a United States ocean port from abroad shall execute a bond to permit the unloading of such goods. A bond is also required to permit vessel reporting, entering or landing goods in bond at a United States port of entry. No such bond is required from such vessels in Canada.

In dealing with the reporting of vessels and landing and storage of cargoes from off vessels arriving from foreign ports at ocean ports in Canada, so as to facilitate the handling and storing in sufferance warehouses of goods as above stated; whereas the United States enforces what might be termed a "Preventive Customs," where a bond is required to be executed before a cargo is discharged from a vessel, also where a bond is required from the importer, for storing goods in sufferance warehouses.

The checking of cargoes landed into sufferance warehouses at ocean ports in Canada is done by the steamship and railway officials, under customs supervision, there being no additional expense charged on account of such customs supervision. There is no delay of vessels entering or clearing at our chief seaports, as the customs offices are open twenty-four hours each day throughout the year.

Free ports in Canada would not assist in marketing Canadian products abroad; and since every necessary freedom for re-exportation already prevails in respect to imported goods, under the Canadian bonding system, it appears, so far as we can see, that free ports would not at present be of advantage to this Dominion.

Discussion of Report

Hon. E. J. Davis, Newmarket, moved the adoption of the report, which was read by J. R. K. Bristol, manager of the Tariff Department. He thought it could be said with perfect safety that nothing was overlooked on the part of the Committee to see that the interests of members of the Association were guarded. Concluding, he complimented Mr. Bristol for the very effective work he had done.

G. H. Douglas, Hamilton, seconded the motion, referring to the very heavy burden that had fallen on the Tariff Department during the year in connection with the Tariff Inquiry. From his experience as a member of the Committee he could say that most careful attention had been paid to all matters coming before the Committee.

J. F. M. Stewart, Toronto, pointed out that it was a mistake to have the people of Canada feel that the Canadian tariff should have any particular reference to what the people of the United States do with their tariff. The two countries where in a different position. In the United States productive capacity of industrial establishments was 40 per cent. greater than domestic consumptive capacity. Export trade must be developed. The United States was now a great creditor nation and debts could only be paid by shipping in products of one kind or another. Canada was a debtor nation and had to protect its development.

G. A. Holland, Montreal, said he had just got back from a trip throug England, France, Holland, Belgium and Germany. He had found conditions in England bad; in France and Belgium better; in Germany, extremely good. The Germans were not worrying but working. Their plants were operating from half-past six or seven until half-past four. Then the men went on the land, where cultivation was extremely intense. They were exporting heavily to Spain, Portugal and Holland and very largely into England, Belgium and France.

W. S. Campbell, Montreal, warned the meeting that a very determined effort was being made to secure repeal of legislation limiting the value of depreciated currencies.

G. H. Douglas, Hamilton, explained that it was owing very largely to the efforts of the Committee that the legislation was put through Parliament at the last session.

The motion to adopt the report was then put and carried.

All Five Present

All five divisions of the Association were represented at the convention by their chairman and these gentlemen took a prominent part in the proceedings. They were frequently called upon to voice the views of the particular sections of the country which they represented, and contributed in this way a great deal to the value of the discussions. On the third day of the convention, the five chairmen were guests of honor at the noon-day luncheon on the terrace, delivering five excellent and witty addresses. The divisions may well congratulate themselves on the excellent character of their chairmen,— Messrs J. R. Thomson, Vancouver; W. G. Fraser, Winnipeg; W. C. Coulter, Toronto; J. H. Fortier, Quebec; and L. W. Simms, St. John.

Greetings from Victoria

On the second day of the convention the following telegram was received and read,— "Members of Victoria and Vancouver Island Branch greet delegates assembled at Quebec and wish them profitable and enjoyable convention."

All Reports in French

For the first time in the history of the Association the reports of the committees presented to the convention were printed in French as well as in the usual English edition. The printing was done in Quebec and the distribution of the reports in both languages was much appreciated by the French-Canadian members.

Commercial Intelligence Committee

Year's Work of the Department Reviewed, Special Reference to Canadian Export Club

THE department over which this Committee now exercises supervision has been in existence for six years, in only two of which has it had committee direction. Therefore, some time has been spent in evolving definite lines of policy for its successful and effective operation. By this time, however, the various phases of the work are becoming defined and might be grouped broadly into two sections: domestic and foreign. Each of these divisions comprise various activities: in the domestic section, from replying to inquiries which can be quickly answered, such as the names of manufacturers of specific articles, to the preparation of memoranda and reports on economic questions; and in the foreign section, from placing foreign buyers in touch with Canadian manufacturers, to the collection of general information dealing with the economic situation in many foreign countries.

Being in close touch with the Department of Trade and Commerce, trade commissioners, banks, associations and foreign consuls, the Department has often been of assistance to manufacturers in working out problems which have arisen in connection with their export trade. Moreover, the information bureau work brings the Department into touch with the general public, and the non-manufacturing part of the business community, and many members of the Association receive through ordinary business channels many inquiries for their products as a result of this connection.

Among the important questions receiving the consideration of your Committee were the following:

Domestic Trade

The work of this section includes the compilation of the *Canadian Trade Index*, the answering of inquiries pertaining to industry, viz.: names of manufacturers of specific products, sources of raw materials, statistics of imports, exports and production, and often requests for the names of specialists to undertake certain technical work. The *Canadian Trade Index*, which provides the basis for much of this information, is kept up-to-date by inserting the names of new members. This calls for an enormous amount of changing and adding, but manufacturers are certain of the most recent information, and new firms joining the Association are thereby assured that their names will be included in answers to inquiries. During the year over 1,000 inquiries in regard to domestic matters have been received and dealt with. It may also be noted that in addition to the above much of the time of the Department has been devoted to preparatory and organizing work in connection with the Association's activities. The following will serve as an indication:

(*a*) The selection of a list of commodities imported from the United States into Canada during the last year in lines which Canada already had adequate production facilities. The total value of these articles amounted to over $200,000,000, and this information was widely used in newspapers and other publications to foster the Made-in-Canada principle.

(*b*) A letter issued by the Department on the unemployment situation resulted in many favorable replies from Cabinet Ministers in the Dominion and Provincial Governments. Definite action was assured in a number of instances and several orders are known to have been placed as a direct result of the activity of the Department in co-operation with the Ottawa office. In addition, the strongest possible representations have been made to the chairman of the Purchasing Commission, to the Canadian National Railways and other large purchasers with regard to the sale of Made-in-Canada goods.

(*c*) The following memoranda were prepared for the hearings of the Tariff Commission: A memorandum concerning the development of the industries of Waterloo County; up-to-date statistics of the capital invested, number of employees and production of the industries of the Prairie Provinces; a memorandum of the relationship of the tariff to the prices received by Canadian growers of farm produce and allied commodities, showing many instances of price advantage to Canadian producers; plans for preparation of statistics for the Maritime Provinces; lists of the manufactured products of each province in the Dominion; memorandum outlining in detail many urgent reasons for the establishment of preferential rates of duty on goods going into Australia from Canada.

New Products

On numerous occasions the Dominion Bureau of Statistics, at the instance of this Department, has made special investigations into the production or importations of various commodities. These investigations have frequently revealed much more effective information than is or can be published broadcast. The work of the Bureau has been supplemented and checked in each of these cases by special work of the Department in gathering information from the wholesale trade and large consumers. A concise statement of the results thus obtained is passed on confidentially to the inquirer without disclosing any individual source of information. The information is supplied largely to two groups: Canadian manufacturers seeking new lines to manufacture, and United States and British manufacturers who are making a bona-fide effort to establish a plant in Canada to produce goods not now made in Canada. As an illustration of the former group, the Department has during the last year compiled information as to the consumption of bone black, sodium bi-sulphite, refined sodium nitrate, sodium silicate, and collapsible tubes. Without conducting special inquiries, many companies have been provided with data within the range of knowledge of the Department that assisted them in coming to decisions regarding proposed new products or the location of new factories. In a similar manner the Department has obtained data as to the location in Canada of iron ore, slate, potash and other chemical and mineral deposits. In this work, the Department co-operates with any recognized organization which may be in a position to acquire and furnish useful information and is operating to increase the industrial power of Canada.

Foreign Trade Enquiries

Trade inquiries were received from abroad, direct from our numerous correspondents, and through the Department of Trade and Commerce. These were circulated after careful scrutiny as widely as possible by mail or through the coluumns of INDUSTRIAL CANADA. In all over 300 inquiries were dealt with from various quarters of the globe. As an example, the facilities provided Canadian manufacturers for quoting on the equipment of a $15,000,000 electric plant in Morwell, Australia, might be cited. Mr. D. H. Ross, Canadian Government Trade Commissioner, took a keen interest in this question, and forwarded specifications and tender forms which were placed at the disposal of all Canadian manufacturers interested in such work. As a result, a considerable number have submitted tenders after seeing the specifications and being put in touch with the Australian engineer.

Agents and Merchants Visiting Canada

Very frequent interviews are given to agents and merchants visiting Canada, with a view to handling lines on commission in their respective countries, or in making purchases for resale. Practically all these men, many of whom were prominent in the business life of their own communities, were put in touch with Canadian manufacturers who might be in a position to do business with them. Whenever practicable, information as to business conditions was gathered from these men, and our list of correspondents for future inquiries about conditions in foreign countries was thus augmented.

Investigation of Foreign Markets

When it was desirable to procure information confidentially as to the extent

of foreign markets for specific lines of Canadian-made goods, and to ascertain competitive conditions and other particulars, inquiries were conducted using the facilities of the Department of Trade and Commerce, and banks, supplemented by communication with our own correspondents, which also resulted in information of material value being placed at the disposal of members. On other occasions investigations were made in connection with the financing of shipments to certain countries, and a survey of all countries where Canada has Trade Commissioners was made with a view to obtaining the names of reliable firms interested in buying Canadian goods.

Foreign Distribution of the "Canadian Trade Index"

The foreign distribution of the 1920-21 edition of the *Canadian Trade Index* has been completed. This year the circulation among foreign firms has been increased and now amounts to a very considerable proportion of our total issue. The English and French edition has been supplied to a large number of firms and organizations, and the Spanish edition has been distributed throughout Cuba, Central America, Spain and other Spanish-speaking countries. Owing to the increasing trade, the circulation of the British West Indies and Cuba has been enlarged, and as a result of a request from the Mexican Commercial Representative in Canada, a number of books were sent to the principal Chambers of Commerce and Government Purchasing Departments of Mexico.

Care has been taken to see that the *Index* has been placed in the most advantageous way: it has been supplied not only to reliable import houses, department stores, Government and civic purchasing departments, and railroads, but also to Canadian Government Trade Commissioners, British Consuls, banks, trade organizations, and chambers of commerce throughout the world.

Exhibitions and Fairs

From time to time the Department receives information concerning exhibitions and fairs in various countries, and whenever the exhibition is of sufficient importance, members of the Association are supplied with full particulars.

Trade Conditions in Foreign Countries

Realizing to what an extent Canadian prosperity is dependent upon economic conditions in other countries, and their effect on Canada's trade, your Committee has during the past year been deeply interested in developments in many foreign countries and parts of the British Empire, in an endeavor to ascertain the extent and keenness of foreign competition that may be expected and to seek opportunities for the further sale of Canadian goods in export markets. As a result of a request from the Executive Council, your Committee has authorized the preparation of a report which will give in brief summary form an outline of financial and economic conditions in many countries. This will be delivered at a later stage in this convention.

Translation Department

During the past four years the number of members making use of the Translation Department and the number of translations handled has steadily increased. Since 1917-8 the number of members availing themselves of this service has increased from 59 to 114; the number of translations from 513 to 2,351, and the revenue derived from this source from a negligible amount to $700.57.

The following will show the increase since last year:

No. of Translations.	
1920-21	2,351
1919-20	1,759
Increase	592, or 33½%

Amount Paid In.	
1920-21	$700 57
1919-20	377 84
Increase	$322.73, or 85%

The firms using the service are located in:—

Black's Harbor, N.B.	Niagara Falls,
Dundas,	Orillia,
Galt,	Ottawa,
Georgetown,	Peterborough,
Goderich,	Petrolia,
Guelph,	Port Elgin, N.B.,
Hamilton,	Preston,
Ingersoll,	St. Catharines,
Kitchener,	St. John, N.B.,
London,	Toronto,
Meaford,	Welland,
Montreal,	Weston,
Muskoka,	

Although this list covers quite a wide range, there are no doubt many members who do not know that the Association maintains this service. For instance, two letters came in a short time ago, one from Sherbrooke, P.Q., and the other from St. John, N.B., asking us to put the writers in touch with some one who could handle Spanish correspondence for them.

The correspondence handled deals with trade inquiries, orders for goods, accounts, commercial bulletins, patent papers, legal documents, newspaper articles, claims, shipping and packing directions and advertising.

Letters come to members, and through them to us, from all parts of the world, such as:

Austria,	Argentine,
Belgium,	Bolivia,
China,	Brazil,
Egypt,	Columbia,
France,	Cuba,
Germany,	Dominican Republic,
Italy,	Ecuador,
Portugal,	Mexico,
Roumania,	Panama,
Spanish North Africa,	Peru,
Switzerland,	Venezuela,
Turkey,	West Indies.

These deal with bicycles, brushes, clothing, canned goods, inks, medicines, optical goods, paints, paper goods, phonographs, rubber goods, etc., and machinery in many forms.

During the year just ended, the translations have been as follows:

French	1,920
Spanish	311
German	66
Portuguese	31
Italian	15
Russian	3
Swedish	2
Cables	3
Total	2,351

Foreign letters are coming in with increasing frequency, and in many instances these letters are written by foreign traders who are securing names of Canadian firms from trade indexes, etc., and are endeavoring to establish relations with Canada. If the firms receiving such letters fail to have them translated through lack of individual facilities, they may be throwing away an opportunity for future business. Even though they have no present intention of going in for foreign trade, the courtesy of an acknowledgment is in a broad sense of the word nothing more or less than good business, since it will go far towards encouraging among foreign merchants good feeling towards Canada, and better business for the country as a whole means better business for the individual. In case members do receive such letters and do not know where to send them for translation, it is desired to let them know that they can send them to the C.M.A.

We outline herewith charges for translation:

Fifteen translations of ordinary business letters, per year, per member, not exceeding 150 words, in French, Spanish, Italian or German	Free
Letters in excess of this number in same languages	35c. per 100
Technical, legal or advertising matter	45c.-50c. per 100
Other languages, sent to outside translator	translator's charge

There have been numerous requests on the part of foreign correspondents for Canadian catalogues in Spanish or French as the case may be. We, of course, have no facilities for handling such work in our office, but we endeavor always to assist members in placing such work on request.

Commercial Reports

During the last year, the facilities for the receipt of reports on the financial and commercial standing of business houses outside of Canada and the United States have been increased. Your Committee succeeded last year in arranging to supply these reports free of charge to members, in place of the former arrangement where they cost $2.50 each. The result has been a great increase in

the number of reports issued, and the saving to individuals since the inauguration of the new plan totals $1,800. During the last year reports were provided on firms in 21 countries. These reports are constantly kept on file and the list is being added to continuously. This is a service which members might well make more generous use of, as numerous instances could be quoted not only where the reports have established immediate confidence in proposed customers, but, on the other hand, have been the means of preventing sales that would have been certain to create bad debts.

Canadian National Export Club

One of the most interesting features on the constructive side of your Committee's work, and one which it believes will be very fruitful in results, has been the formation of the Canadian National Export Club under the aegis of the Association.

Not the least interesting phase of this development is found in the fact that the whole movement is the result of serious thought and discussion by a number of individual members whose keenness and enthusiasm warranted your Committee in formulating comprehensive organization plans.

The objects of the Club as stated in the Constitution are:

Sec. 2. The objects of this Club shall be by the interchange of ideas and by the study and discussion of questions of mutual interest:

(*a*) To promote friendly relations between members;

(*b*) To ascertain sound principles on which the further development of Canadian export trade may be based, and distribute outlines of these principles to members;

(*c*) To spread reliable information dealing with subjects relating to export trade;

(*d*) To co-operate with the Department of Trade and Commerce, the Canadian Manufacturers Association and other organizations having similar objects on questions of national importance to the export trade;

(*e*) To assist in the formation of local export clubs in Canada;

(*f*) To act as a general clearing house for useful ideas developed in local clubs;

(*g*) To call general meetings of Canadian export men whenever it is feasible, desirable and necessary.

There is without question a great fund of general and specific information about export trade stored up in the minds of the men conducting the export business of Canadian companies. A great deal of this information could be very readily exchanged among the various members without in any way injuring the interests of the individual companies concerned. That this is true is shown by the fact that very large exporters, who are so well informed that they will be giving very much more than they will receive, are very deeply interested in associating themselves with the Export Club. In addition to this interchange of points of information about documents, banking facilities, trading customs in various countries, etc., there are many other subjects of a general character that can be very freely discussed with much benefit to the members, and to the development of Canadian export trade, such as:



Informal Discussions on Dufferin Terrace

Standing is W. P, Robitaille, vice-chairman Quebec Branch; seated, Paul E. Joubert, chairman membership committee; F. W. Stewart, Montreal, and W. H. Miner, Granby

Ascertaining the principles of good export policy:

(1) For a company producing other manufacturers' raw materials;
(2) For semi-finished goods;
(3) For completely manufactured products ready for sale to the ultimate consumers.

Better means of obtaining credit information on export customers.

The bearing of foreign exchange on Canadian export trade.

The comparative merits of manufacturers' agents and big export houses as foreign representatives.

Working out of suitable forms of export agency contracts.

Discussion on the functions of forwarding agents.

Good methods of handling cancellations, suspensions and refusals.

Factors governing the extension or curtailment of credits.

Many other questions of vital interest will doubtless readily come up and unquestionably everyone, no matter how able or experienced, would gain much from a capable summary on any of these questions by one or two speakers followed by an open discussion and informal question and answer.

The representatives of any firms now members of the Association are *ipso facto* members of the Club without additional fee on signifying their interest in export trade. Provision is made for other active members of the Club by having the men engaged in the export departments of members of the C.M.A. take out additional membership in the C.M.A.

The organization is thus constituted to include all members of the C.M.A., and is therefore national in character and scope. Provision has also been made for the formation of local export clubs at all points in Canada where there are enough manufacturers interested in export trade to warrant the successful operation of a club. A full description of the preliminary organization work, with suitable draft constitutions for local clubs, has been forwarded to the secretaries of all Divisions and Branches of the C.M.A. The president of each of the local clubs so formed becomes, by reason of his office, a member of the Executive Committee of the Canadian National Export Club.

Owing to geographical difficulties it would not be possible for members of the C.M.A. and of the Export Club to meet frequently in any one place. This condition renders it necessary to have local clubs in operation at various points throughout the country. Membership in the Canadian National Export Club will carry with it membership in a local club, and it will be the duty of the local clubs to furnish a record of the proceedings of their meetings to the Secretary of the

Canadian National Export Club, who, on the advice of the Executive Committee, will circulate any good ideas worked out by a local club among all the other local clubs. The Executive Committee will thus act as a clearing house for the local clubs and will form the proper channel of communication with the parent body, the Canadian Manufacturers Association. All the officers of the Club are, of course, members of the C.M.A., and the secretary-treasurer is one of your officials.

At the time of writing this report, there are already clear indications that local clubs in affiliation with the National will be formed within a very short time. Meetings that have been held so far have been highly appreciated for their educative value by those who were able to attend, and these early successes are a hopeful augury for the future.

Conclusion

In conclusion, it may be stated that in addition to the routine and constructive work herein outlined, your Committee has utilized the facilities at its disposal to examine and investigate many proposals more or less related to this regular work, or concerned with the internal organization of the Association. This type of work is on the increase and is considered essential to the welfare of the Association though it frequently entails the expenditure of much time and energy without immediate concrete results.

R. E. JAMIESON, *Chairman.* ALEX. MARSHALL, *Man. Com. Intell. Dept.*

Report on Export Trade Conditions

Commercial Intelligence Department gives Special Information to Members on this Important Subject

PERHAPS the most generally used and latterly one of the most provocative phrases uttered in the last few years was the brief exclamation constantly on the lips of French peasants and merchants: *C'est la guerre!* It's the war! As a direct outcome of the war can be attributed the present world-wide industrial and commercial depression. Many experienced business men in all commercial countries felt that immediately after the Armistice prices would decline and stagnation of business ensue. If all business had remained in ordinary channels, doubtless the necessary decline and temporary stagnation would have occurred promptly, and possibly as effectively as in the present period. During the war, however, business of the most extensive and ramified kind had become the chief function of many great governments. After the Armistice, in their wisdom, the shock of immediate return to pre-war normal business conditions was considered too great to be borne by a citizenry in many respects abnormal and already seriously shocked by the sustained impact of war. Hence, we saw governments still with unquestioned credit continuing serious participation in many lines of business and embarking afresh in new lines and forms to make good the ravaged condition of many war-stricken countries. In selling goods to governments, one readily slipped into the belief that business was much simplified and facilitated by dealing with functionaries of governments who had temporarily replaced financial institutions as the fountain heads of credit. Theoretically, there is no limit to government credits, but, practically, the time came when obsessed with the huge irretrievable property destruction and the pouring of immense liquid resources into the great war's mighty maw, all governments, in common prudence, had to call a halt on all expenditures except those relating to their ordinary, indispensable functions and to the re-establishment, pensioning or other essential assistance to the personnel actively engaged in the war's many phases, and had to inaugurate policies of as nearly as possible "pay as you go."

"Pay as you go" means all expenditure and debt charges met out of current revenue. Heavy current revenue connotes heavy individual and business taxation, direct and indirect. Heavy taxation means less money available for ordinary productive enterprise. Just how seriously the suppliers of government revenue are affected is best indicated by the carefully compiled estimate that the *annual charges* for government debt of countries engaged in the war are almost twice the total consolidated capital indebtedness before the war.

The withdrawal of governments from actual buying and selling of goods other than for ordinary requirements, plus the "pay as you go" policy, thrust the responsibility and ultimate recourse of the whole burden of financing trade on the ordinary financial and industrial concerns, while there were still great reconstruction and individual requirements unfulfilled. The absolute consumption of individual liquid assets absorbed by governments for war purposes in many countries, and the onerous taxation of what remained, brought about a condition, when commerce was withdrawn from government hands, wherein there was the gravest actual inability to pay cash promptly, coupled with the gravest need for commodities and seriously depreciated exchange, while, in other countries, where production has remained or has again become of normal proportions, surpluses of manufactured goods, raw materials and foodstuffs have accumulated with few or, in some cases, no cash markets in sight, particularly since the premium on their exchange proved an obstacle in reaching a satisfactory price basis.

The strain of these unbalanced exchanges thus suddenly thrown on the ordinary credit mechanism of the world was beyond all normal limits of elasticity. The huge loss of capital by destruction during the war, the transfer of other huge sums from private account to government account, for war expenditure, has wiped out a great volume of capital previously available for commercial use, thus gravely reducing the sources of credit. Yet, if the business of the world is to progress, more and more of it must be done on a larger scale and on longer term credits than were customary before the war. This is a grave alteration of the credit system as previously recognized by banking institutions not exclusively interested in export trade The banks, particularly on this continent, are not in a position to face this new call for extended credits through no fault or unwillingness of theirs to assist the commercial and industrial community. They have already gone the limit of prudent credit granting for their responsibility, in the first instance, is to their depositors whose money is placed with the bank subject to demand withdrawal.

Some Proposed Partial Remedies

So far as the former Allies are concerned, some relief from the burdensome situation may be expected from reparation collections from Germany, which will go to reduce the indebtedness of the nations who collect, and thus set free money for the recuperation of old industries and the establishment of new enterprises. Germany, in the territories that remain, suffered none of the destructive ravages of war, is still endowed with great national resources, and has a tremendous asset in the industry and frugality of her people, and their apparent content with relatively lower wages than are paid in other countries. Already, in spite of uncertainty and forebodings regarding reparations claims, the necessity of individuals to make a living and to make use of capital invested in industrial plants, great recuperative strides have taken place. In the purchase of materials acquired from within the country, the depreciated mark has no significance. Many former Allies and neutrals have pressing need of finding markets for materials, and Germany has not been slow to devise methods of acquiring materials, paying for them with finished products made from such materials, the German manufacturer retaining part of the finished product to cover cost and profits of manufacture, augmenting their cash resources by sale in Germany or elsewhere of their share of the product. Many individuals and companies, of course, in Germany, very materially improved their financial position during the war and can very well carry on without obligation to anyone. Her export trade with neutrals has reached, in some cases, twice the value of pre-war trade, discounting in the calculation the

full extent of the depreciation of the mark. Many former allies have shipped large fractions of pre-war totals into Germany, a few have exceeded pre-war figures with the distinction that the post-war shipments have been almost solely raw materials, while pre-war shipments comprised some considerable proportion of finished products. Unquestionably, with their highly centralized domestic and export trading organizations, they will find a means of turning over their finished products at a profit, and repeat the process, till their average financial position shows a general and continuous improvement, and additional ability to pay the required reparations now accepted as a definite condition in Germany's national life.

In view of previous remarks on credit, it will be seen that the establishment of an individual's or a company's credit is, of necessity, becoming more and more a matter of previous business reputation rather than actual financial resources. In the discussion of economic questions, there is no place for antagonistic sentiment, so that without question it may be stated that many German individuals and companies will find themselves in a favorable position for the reception of long-term credits, if these are proved to be necessary.

Great Britain, France and the United States have all developed plans for the augmenting and expansion of the machinery of credit. Great Britain, besides having many banks whose chief purpose is the financing of export trade, has hundreds of great merchant and shipping houses who not only find, and to a certain extent control, markets, but also finance export and import transactions running into hundreds of millions sterling annually. During the course of this year's work, your committee came to the temporary conclusion that the interests of Canadian export trade would be well served by the encouragement of Canadian branches of such merchant and shipping houses. The British Government has lately improved its own credit scheme under which intending exporters are enabled to receive 85 per cent. cash on contracts with approved foreign importers on the delivery of shipping documents. It has not yet been settled whether exporters located in overseas Dominions can participate in this plan.

Most of the European nations at the Brussels Conference last autumn considered the various plans in detail and reached an agreement in the matter of long-term credits, developing what has come to be known as the "Ter Meulen Plan." This plan for the establishment of international credits has been recommended to the League of Nations by the Provisional Economic and Financial Committee of the Council of the League. Sir Drummond Fraser has recently been appointed to develop the plan, and if his activities are successful, the League of Nations is expected to establish an organization for aiding the countries in need of credit.

The basic feature of the Ter Meulen Plan is that gold bonds based on real assets or specific revenues of necessitous eastern European countries, excluding Germany and Russia, shall be issued by the governments of the respective countries. It is proposed that importers of previous reputable business standing be enabled, with the consent of the Government, to use such bonds as collateral security in financing imports of raw materials, equipment, etc., essential for the re-establishment of the country on a proper production basis so necessary for the interdependent success of Europe and consequently of all other countries. The chief primary use of the gold bonds, however, will be the immediate encouragement of production and facilitating of exportation from these seriously distressed countries.



From British Columbia

On the left, J. B. Thomson, Chairman of the B. C. Division, who took a prominent part in the deliberations of the Convention; on the right, Hugh Dalton, Secretary of the Division

The appointment of such an able and conscientious financier as Sir Drummond Fraser as organizer i sa warranty that no effort will not be made to put the plan in thoroughly workable shape.

Similarly in the United States it is generally agreed that the solution to the present situation depends upon the creation of facilities in order that long-term credits, so badly needed by the disorganized countries of Europe, may be furnished. Unless these countries can obtain credits to purchase the raw materials they need, both their business and that of the United States will stagnate. To finance the foreign trade of the United States, there has been formed the Foreign Trade Financing Corporation. The subscribed capital of this financial institution is to be $100,000,000, $26 000,000 of which is already subscribed and campaign plans laid for getting the remainder. Its energies and resources are to be devoted to the financing the foreign trade of the United States. It will make long-term loans direct to sellers of exportables and direct to foreign purchasers of goods and products. Its capital stock is to be subscribed by the general public, manufacturers, exporters, merchants, corporations, banks and insurance companies, with the provision that over 50 per cent. shall always be in the hands of American citizens, and American-owned concerns. European countries have equities, securities and other collateral that will serve as a basis for the long-term loans that this corporation proposes to grant. Failing the production of such collateral by the exporter, the latter will be required to endorse all paper. Europe needs, in many instances, credits running from six to twelve months. The Corporation will grant credits of this character and in some cases the time involved will run into a period of years. The capital has been placed at a high figure in order to command the confidence of the people of the United States to whom it is proposed to sell Corporation debentures against foreign securities bought by the Corporation. By this means its credit-granting powers will be greatly extended.

This proposal is a recognition by the business men of the United States that some great effort beyond that possible to present financing institutions is essential if New York is to maintain its position as a money market in competition with London, and is also a recognition of the necessity of gaining the sympathy of public opinion in the United States for foreign trade, the first step towards which is getting United States' citizens in all parts of the country financially interested in foreign trade through stock subscription in the Corporation, and later by the purchase of debentures.

The difference between the United States plan and the Ter Meulen plan is that, though the United States recognizes the necessity of increased imports for balance purposes, the public statements of the best informed men connected with it indicate that they are placing the greatest stress on exports from the United States, while the Ter Meulen plan has for its avowed purpose the stimulation of domestic production in the distressed countries. Whether the European countries will prefer to use their own credit to advance their own interests or use easier and longer terms from United States, with some financial assistance from the States, is an open question which only subsequent events can answer.

Besides having shipping houses in New York on a less extensive scale than those in London for the assistance of export and regular banking institutions seriously interested in short-term export credits, there are two Edge law banks now in operation, in addition to the proposed Foreign Trade Financing Corporation. The distinction is that those now operating confine themselves to financing transactions on acceptances with recourse

to the exporter chiefly for terms from three to twelve months, while the new Corporation will use the debenture method.

Canada's Position

Canada is in many respects well situated in regard to the position of her export trade. We have not the large surplus of raw materials, foodstuffs and manufactured goods to be found in many other countries, and we are fortunate that the Empire offers so wide a market with adequate means of payment, and assurance that trade contracts will be ratified. It cannot be overlooked, however, that within the last year not only has our trade balance been reversed, but also the proportion of manufactured goods appearing in our exports has fallen off. For the fiscal year, ending March, 1920, exports exceeded imports by $220,000,000, while for the year ending March, 1921, there is an adverse trade balance of $30,000,000. This falling off is also evidenced by the maximum of the country's monthly export trade, $150,000,000, in December, 1920, decreasing to $69,000,000 in March, 1921. The proportion of manufactured goods appearing in our total exports has also declined from 43 per cent. in 1919 to 33 per cent. in 1920. The following gives the ratio of manufactured goods to the total exports from 1900 to 1921:—

	Per Cent.
1900	8
1910	13
1916	32
1919	43
1920	33

Another facility not previously at the disposal of Canadian exporters is the Canadian Merchant Marine. For years there has been an undercurrent of grumbling among Canadian exporters because of the lack of direct routes to many ports in which they were interested as shippers. We now have a fleet sailing under Canadian control from Canadian ports, of a size which ten years ago we should have deemed impossible. Now, we are inclined to grumble because it may not be making as much money as it should or isn't going to just the particular ports we want at the moment. Part of our job now is to help fill those ships. We can't have unfilled ships and retain the privilege of grumbling about them, too, or if we do grumble, let us grumble with some constructive effect!

The 99 per cent. drawback of duty paid on imported materials advanced in manufacture and exported denotes another favorable condition for exporters.

Banking Assistance to Foreign Trade

Realizing the necessity of banking and credit facilities to finance their transactions many foreign nations have not only established connections with banking houses in every land, but have established banks of their own in all parts of the world. Banks with their foreign offices in London, Paris, and Rome operate hundreds of branches and agencies in South America, the Orient, Australasia and many other countries. They give the exporter information, extend credit, finance his transactions and constantly strive to increase the foreign business of the home country. As Great Britain has been the chief trading nation, so has its financial organization for foreign trade been the most comprehensive in the world. It was not until 1913 that national banks in the United States were permitted to establish branches in other countries. Though hampered by greater limitations than many of the foreign banks specially devoted to export trade, Canadian banks are in an exceptionally good position to extend credit and render service to exporters. There are to-day 125 branches of Canadian banks located outside of Canada, and many of our banks have associates and agencies in all parts of the world. The following statement of the Superintendent of the Foreign Department of one of our largest banks outlines the service which can be rendered to Canadian exporters:

"The service given by the bank in effecting collections abroad is highly important. Foreign laws, foreign customs, and the distance between seller and buyer, all make for difficulties. Efficient and intelligent collection service minimize the possibility of loss to the exporter. Canadian bank branches abroad can be trusted to give such service; in places where no banks have as yet been established, it is usual to find that Canadian banks have correspondents of the highest standing. The alliances and working arrangements made by our banks with the best-known institutions in the world are a matter for congratulation. The latest development in the provision of service has been the establishment of Foreign Trade Departments by the leading banks. These departments assist the Canadian exporter to get in touch with good firms abroad, and place foreign buyers in touch with Canadian firms who can supply their wants."

Importance of Foreign Trade

The promotion of our foreign trade is of the greatest importance. The activities of the different portions of the country are so interwoven and interdependent that changes in the business of any one section materially affect the prosperity of all the others. While particular items of foreign trade directly affect particular sections and interests, the indirect effects extend to all parts of the country. Our raw materials and foodstuffs must find an outlet, either domestic or foreign, if our general prosperity is to be reasonably maintained. in Canada, therefore, it is essential—

(*a*) That a wise immigration and land settlement policy, aiming at the placement of readily assimilable people, be developed and carefully carried out;

(*b*) That every commercial and transportation facility be put at the disposal of producers of raw materials and foodstuffs to enable them readily to dispose of their increased product both at home and abroad;

(*c*) And, owing to the interdependence of the various elements that manufacturers increase their export trade not only to strengthen Canada's financial position, but by increasing their staffs to furnish a greater home market for foodstuffs and raw materials.

Certain other aspects of this interdependent condition are of particular importance. Thus, exports are required to pay for foreign capital, services and goods, irrespective of what localities utilize the capital or enjoy the services. Much of the country's development has proceeded from the investment here of capital from abroad. This capital has gone into railroads, public utilities, farms, mines and industrial undertakings of all kinds. Estimates of the amounts of such investments in Canada vary but the best indication of their extent is the statement in the recent Budget speech, that interest and dividends approximating to $180,000,000 are earned annually in Canada by capital from abroad. In the long run interest and dividends on foreign-owned bonds and stocks must be paid by exporting goods. This means that in considering our trade balance figures we have to add $180,000,000 annually to our import column. In actual practice it more probably means that Canada has to export $180,000,000 worth of goods annually more than she imports to bring our real trade in balance whatever the actual figures of exports and imports may say.

In addition to the advantage of exports as a means of payment for foreign capital, services and goods, the advantages of a broader market through export trade should be considered. There are corporations in various industries in the principal European exporting countries which manufacture three-fourths and more of their total output entirely for foreign customers. There are relatively few concerns in Canada whose foreign trade is more than a small percentage of their domestic trade. By securing a broader market for his output, the Canadian manufacturer should not only be enabled to produce at a lower cost per unit, but there would also be an increased employment of labor. Moreover, a greater stability would be promoted among the industries, for, with a broader market, periods of local industrial depression would have less effect on the business of the manufacturer. It is becoming more clearly established that trade depressions recur at more or less regular periods, varying in length and intensity in different countries and varying also as to trades involved. It may be that they cannot be totally avoided, but there is comfort for the exporter in the thought that, despite the present depression, both widespread and acute because long deferred, and preceded by excessive artificial inflation, depressions in other countries are seldom exactly coincident in time with depressions in our own and almost never coincident in the same trades in all countries. In some industries there are also wide differences between the different countries in the seasonal character of

their demand. For example, in Canada, in the winter time, the demand for cement falls off, and as a result its manufacture is curtailed. This, however, is summer time in Argentina and Brazil, when building activity is at its height. What is true of the seasonal fluctuation of demand in cement also applies to various other commodities.

In closing this section on the importance of export trade, it may be permissible to consider Canada's necessity in comparison with the United States. Canada's trade balance is made unfavorable by her having to meet annually interest and dividend payments of $180,000,000. On the other hand, although the trade balance of the United States is still favorable in exchange of commodities there is either coming in or piling up an annual income from foreign investments close to or in excess of $500,000,000 annually. Yet the United States is bending great efforts towards holding and increasing her export trade. In order to maintain her position in the money markets, and to continue the use of war-time expanded plants, she realizes too that she must be prepared to receive greatly increased imports of the character least injurious to home industry, to advance these imports in manufacture and re-export them, since otherwise it is considered that continued liquidation in gold of foreign debts to the United States will tend to renew inflation and arrest the readjustment of values on the basis required by the present conditions throughout the world.

Canada, therefore, is in a much more necessitous position for export trade since the mounting values of both export and import trade the United States contemplates, will give her constant exchange difficulties to contend with and the incentive of necessity for increasing wealth cannot be nearly so strong as it must by force of circumstances be in Canada.

It appears, too, that many United States business men and legislators feel that whatever the underlying principle of the tariff, it should be used as a bargaining instrument, particularly in the way of providing additional duties on imports from nations discriminating, by tariffs or administrative practices, against the trade of the United States. In view of the fact that the new United States Emergency Tariff affects about one-third of Canada's exports to the United States, it may be necessary to find other export markets for the commodities affected, thus giving an additional reason for urgency in the development of our overseas trade.

Surely, too, it is not without meaning that Canada to-day, with a population of approximately 8,500,000, stands with regard to total export and import trade where the United States stood in 1900, when she had ten times the present population of Canada. It may be true that we shall have to work harder for it and overcome more obstacles than at present face the wealthier and more experienced exporting nations, but we have traditions of courage and enterprise to live up to that we cannot disregard.

Principles Governing Development of Canada's Export Trade

Having reviewed the importance of the promotion of Canada's foreign trade, some of the principles governing its development might be considered.

(1) At the present time great care and caution should be taken in entering foreign fields. There are in Canada good facilities for obtaining credit information on foreign firms and buyers. Reliable information should be secured before entering into any contract with a foreign firm or individual.

(2) Exporters should not be impatient of results in foreign markets. It is better to remain established in the export trade, with no immediate profit, than to drop out and enter at another time. A sound, permanent market is what is really required.

(3) All contracts must be lived up to. Orders should be punctually filled to the satisfaction of the customer. In many countries Canadians are classed as Britishers, and Britishers have the reputation for keeping contracts and being punctual. This is to our advantage and we should live up to it.

(4) The customer should be given what he wants, and not what we think he should have. Shipments should always be up to sample. We must please our customers and not ourselves. Courtesy in correspondence is doubly necessary.

(5) While much trade can be secured through export commission houses, and resident agents in foreign countries, it is a much better method to send Canadian travellers abroad. Canadian goods can best be introduced by Canadian salesmen; and whatever means we finally employ for the distribution of our goods abroad, it is a great advantage to have some principal or trusted employee, connected with the firm, who knows conditions in our export markets.

(6) If we are to hold and extend our export trade, it is becoming more and more essential that quotations should be made c.i.f. foreign ports. Agents and buyers from other countries emphasize this. Exporters from other countries follow this practice, and their agent is thus enabled to quote the foreign buyer a laid-down price on short notice. A foreign buyer is generally not in the position to work out freight, insurance and shipping charges from a Canadian port. Many Canadian exporters keep up-to-date price lists of their various commodities laid down in foreign countries, overcoming the fluctuations of exchange rate for a set period, giving the customer the benefit of any improvement between placing of order and due date of payment.

(7) Proper packing, with due consideration to character of goods and special hazards of ocean or difficult overland shipping is an important factor in retaining the goodwill of customers.

(8) It is essential, as in domestic business, that the utmost economy in production costs must be obtained.

(9) In many countries Canada is judged by the actions of her citizens doing business there. In every export trade transaction the Canadian exporter has in his keeping not only his own reputation for integrity and fair dealing, but also the reputation of all other Canadians who are or who may seek to do business in export markets.

In complying with the Executive Council's request for a survey of export trade conditions, your Committee realized the



Seeing the Sights of Old Quebec

Past President and Mrs. J. S. McKinnon take an hour off to indulge in the pleasure of a drive in a caleche

great task that confronted it, and in addition to the foregoing general summary prepared an outline of conditions in individual countries which at best could only be fragmentary and incomplete. These statements are printed on pages 16 to 24 of this report. Since even concise reports on so many countries must of necessity reach great length when grouped, it has been considered desirable to leave them to be read at your leisure.

Most of them tell a similar story of stagnating conditions.

Generally speaking, in the absence of many of the accessories facilitating export trade with which longer established trading nations are equipped, it can scarcely be gainsaid that the most favorable markets for Canadian products remain those countries where English is spoken, trading customs similar, and in some cases preferential treatment accorded to Canadian producers. Next in order should come possibly South America, France, African protectorates and the Far East.

Certain special industries will be able to do good business in many other countries, but success will only be attained by serious study and consideration of the general features of the new markets. Future participation in the British Exports Credits plan or the Ter Meulen scheme being worked out under the League of Nations may still further extend Canadian possibilities, not only as to territory, but also as to range of products.

Your Committee, in considering the form of the report, felt that a number of questions might be worked out more or less focussed on questions treated in the body of the report or allied thereto. It is anticipated that the questions given below will be of assistance in stimulating very desirable discussion on these questions by members assembled in convention.

All of which is respectfully submitted,

R. E. JAMIESON, *Chairman.*
ALEX. MARSHALL, *Manager Commercial Intelligence Department.*
J. E. WALSH, *General Manager.*

Questions

(1) Is the establishment of a Canadian Government Export Credits plan necessary or desirable?

(2) Should Canadian exporters urge on the Government of Canada the conclusion of arrangements whereby Canadians can participate in the British Government Export Credits plan?

(3) Would the development of Canadian export trade be encouraged by the formation of a sound export merchandising and financing corporation with stock open to public subscription and managed by export merchants and financiers of long experience?

(4) Do the needs of future Canadian export trade require the formation of joint export organizations voluntarily entered into and financed by Canadian producers:

(*a*) Of directly competitive products?

(*b*) Of non-competitive but allied products?

(5) Would the establishment of a Canadian commercial information office in London, staffed by one or more men familiar with British business methods and capable of arranging introductions and interviews for Canadian salesmen with the principals of British business houses, serve a useful purpose if financed on a moderate basis by those participating in the service?

(6) Would the publication of concise bulletins, summarizing the economic position of various countries giving general statistics of exports, imports and production, together with a brief outline of climatic conditions and business methods, be of general interest to Canadian exporting manufacturers?

(7) Have the general problems of Canadian export trade reached that degree of importance or acuteness to warrant discussion in detail at a meeting where all parties interested in export are enabled to be present?

British West Indies

The close proximity and favorable tariff arrangements with these islands and other territories makes them form a peculiarly attractive market for Canadian products. Your committee has arranged for the publication of a closely analyzed report on trade and prospects of trade with the British West Indies which will be placed in the hands of all members serially in INDUSTRIAL CANADA and probably also in pamphlet form.

Your Committee is also urging on the Department of Trade and Commerce, Ottawa, that the Government, in view of the new preferential tariff arrangements, should make a commercial survey in the territories affected with a view to adjusting and increasing the Government Commercial Intelligence Service at the vital commercial points.

United Kingdom

The *London Times* makes the following comment on the industrial situation:—

"The damage which is being inflicted on the trade and commerce of the nation as a result of the coal strike is daily increasing. The dislocation of business has been complete: old orders are being cancelled and new contracts cannot be undertaken on account of the impossibility of guaranteeing date of delivery. Despite conditions manufacturers of the country are making a praiseworthy effort to keep as many as possible of their employees at work. Happily the country escaped the crowning disaster of a railway and transport strike, but the paralysis of industry caused by the coal strike is becoming more and more apparent."

Returns recently published by the Board of Trade show the extent British manufacturers are availing themselves of the Government Export Credit Scheme from September, 1919, to March, 1921. Actual advances made for Finland, the Baltic Provinces, Poland, Czecho-Slovakia, Jugo-Slavia, Roumania, Bulgaria, and Austria amounted for the whole period to £458,843, of which £321,058 were advanced during the last three months.

The following is a comparison of the trade of the United Kingdom in the first three months of the current year, and corresponding months of last year, and the year 1913. On account of the large variations in prices, the average values of commodities shown in the trade accounts for 1913 have been applied to the imports and exports of the first quarters of 1920 and 1921. This comparison thus excludes all price values:—

	Jan. to March, 1921.	Jan. to March, 1920	Jan. to March, 1913
Imports	£139,983,000	£186,762,000	£196,278,000
Exports (U.K. Goods)	68,150,000	90,761,000	127,310,000
Re-Exports	17,198,000	34,142,000	31,084,000

Australia

There has been a temporary easement in the financial situation which has prevailed in Australia for some time. The financial difficulties were brought about, partly by the fall in the price of the principal exportable commodities and partly by excessive importations. The Commonwealth Government prohibited the export of gold, and as there has been no money available in the London branches of Australian banks, Canadian exporters have found difficulty in financing their shipments. The relief is largely due to the fact that the Australian wheat crop, upon which the country is relying to correct the adverse trade balance, has proven excellent.

The following figures give the imports into and exports from Australia for the seven months ending January 31st, 1921. The corresponding figures for the same period in 1920 are also given for purposes of comparison:

	July, 1919-Jan., 1920.	July, 1920-Jan., 1921.
Imports	£46,469,553	£105,309,888
Exports	84,952,137	73,871,447

From these figures, which are worthy of the attention of all manufacturers interested in trade with Australia, it appears that notwithstanding the restriction of credit imposed by the banks, imports are yet considerably in excess of exports.

With the exception of the Officers of Staff of the High Commissioner of Australia in London, and the Australian Commissioner in New York, the Commonwealth has not as yet maintained a Trade Commissioner Service abroad. For this reason it is interesting to note that the Government has decided to appoint the first trade representative in China.

There has been a considerable increase in industrial capital in Australia since 1918. According to information supplied by the Director of the Commonwealth Bureau of Commerce and Industry, the total issues of fresh capital authorized

in respect to both new and the existing companies in Australia, totalled £111,716,478 from January 26th, 1916, to December 31st, 1919, representing the requirements of 6,391 separate concerns. The amount subscribed in cash by the new concerns, which numbered 3,428, was £24,841,991. With regard to foreign concerns, the Australian treasury has at present applications under consideration for the registration in Australia of foreign concerns with an aggregate nominal capital of £25,000,000.

Committees have been established throughout the various Australian States with the object of establishing woollen, spinning and weaving mills which, with those already in operation, would absorb over one-third of the total Australian output of raw wool. The industry is to be subsidized by the Commonwealth Government to the extent of £16,000,000, spread over a period of years.

New Zealand

The Dominion of New Zealand experienced, like Australia and other markets, a period of boom and optimism followed by a decline in prices, and by financial stringency. New Zealand placed, during the war, its entire output of wool and other natural produce in the hands of the British Government at good prices and practically in advance, and when this great customer stopped buying, the shock affected the entire commercial system of the country. Like many other markets, which lived on sales of national produce and became prosperous during the war, New Zealand over-bought at high prices, bringing luxuries and large quantities of all sorts of goods she could not digest. When the drop in the price of wool came, which was one of New Zealand's staples, the result was very embarrassing to local merchants. New Zealand is suffering from a business depression due to these factors, but it is believed that her products, such as butter, cheese, meats and wheat will fetch good prices, and it is hoped that the wool situation will be solved by co-operation of the Imperial Government. The natural riches and resources of New Zealand seem to guarantee its prosperity in spite of temporary setbacks.

South Africa

In South Africa there is general depression, due not only to excessive importations, but also to the difficulty in disposing of the wool crop. The market during the last year has been flooded with goods from overseas. Local industries are suffering very materially as a result of excessive importation. The country has also been hard hit by the difficulty in realizing on the wool and mohair crop. Warehouses are glutted with these commodities, and in consequence exporters are not receiving a satisfactory price for their products. The Government has appointed a special commission to inquire into unployment within the Union, and to make suggestions for meeting the situation which has arisen owing to the closing of some of the factories and the closing of certain gold mines owing to a fall in the premium on gold.

South America.

Conditions in practically all South American countries are depressed. This situation is largely due to two fundamental causes: first, the sudden drop during 1920 of the prices of their principal exportable commodities; and secondly, the adverse trade balance, and depreciation of the currency which was brought about largely by the excessive importations at high prices. During 1920, the world market was suddenly flooded with raw materials and staple articles such as rubber, wool, hides and skins, wheat, cocoa, sugar and copper, and the prices of these articles declined. These commodities comprise the principal exports of South American countries, and in a short time Argentina had a surplus of wool, hides, meat and grain; Brazil of coffee and rubber; Paraguay of cotton, sugar and copper; and Ecuador of cocoa. In Bolivia there was a marked decline in the price of the principal Bolivian product, tin, and in Chili the price of nitrates dropped about 40 per cent. The fall in the prices of the staple articles and the delivery of imports which were bought at high prices soon brought about an adverse trade balance and depreciation in the currency of most of the countries. This condition led to many cancellations, and it is reported there are large accumulations of imports at the docks in Buenos Aires and Rio Janeiro. The following extracts from recent reports will serve as an illustration:

Argentina. — General business conditions decidedly unfavorable. On account of the drop in exchange importers are faced with a very critical condition in their attempts to fill their contracts which they have signed with manufacturers. These conditions have been brought about by the increase in price due to the unfavorable rate of exchange; increased customs house duties; belief on part of the public that a general decline in prices will take place; and pressure brought by bankers in the collection of outstanding credits. Labor difficulties in the Port of Buenos Aires are also aggravating factors.

Brazil.—The trade situation in Brazil during March shows no improvement. It was anticipated that the valorization purchases of coffee by the Government would improve matters; but while these have raised the price foreign purchasers have not increased. It was also believed that the success of the Sao Paulo loan would improve exchange, but neither the loan nor valorization purchases have had any amelioration influence on the value of the milreis. The anticipated advance was not realized; in fact, the milreis has fallen a little lower.

A recent number of the *Americas*, published by the National City Bank of New York, refers to the brighter side of the economic situation as follows:

"The bright side of this picture is that raw material countries are generally the first to experience the beneficial effects of a world recovery. Consumption goes on regardless of other considerations. Human beings must and will eat, their clothes wear out, shoes must be replaced, rubber tires have a definitely limited life, and there is always an upper strata in society that can afford to purchase luxuries regardless of general economic conditions. So taking a large view of the situation, the raw material countries may, if they are philosophical enough comfort themselves with the positive assurance that there is no great surplus of goods when the world is considered as a whole, and that while buying may be brisk at one time, and slow at another, there is a crying need somewhere for all the consumable goods in existence, and that need will be supplied as the economic and financial machinery of distribution becomes sufficiently workable."

France

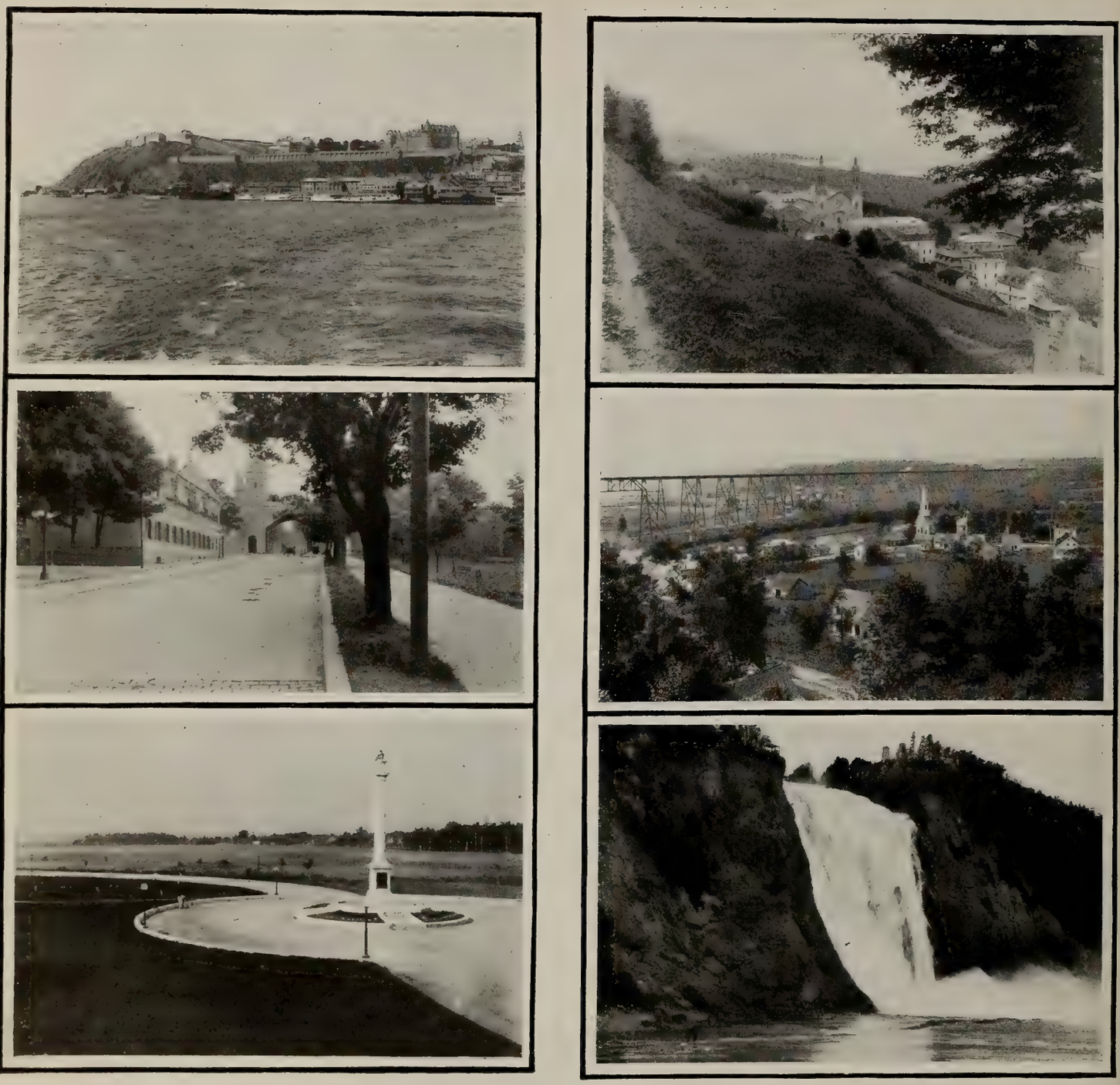
The official figures of France's foreign trade in the first three months of 1921 show a favorable trade balance, exports now exceeding imports by 100,000,000 francs. They are as follows:

	1st Trimester, 1921.
Imports	5,359,307,000
Exports	5,458,488,000
1st Trimester 1920.	Difference 1920-21.
9,377,460,000	4,038,153,000
4,505,732,000	962,756,000

From the above, it will be seen that France has rectified her trade balance from January 1st to March 31st, 1921, by slightly over 5,000,000,000 francs. This rectification is principally due to a reduction in imports of 4,000,000,000 francs, but exports, in spite of adverse world trade conditions, were increased by nearly 1,000,000,000 francs. Exports of manufactured goods continue to increase satisfactorily.

The present fiscal condition of the French Government is, however, seriously involved. The probable deficit in the budget for 1921, due chiefly to nonpayment of German indemnities confidently relied upon to meet urgent financial requirements, is estimated unofficially at 20,000,000,000 francs. For this reason additional public loans to cover that deficit will be necessary during the current year. In September, 1920, the total French public debt, domestic and foreign, was 285,836,001,459 francs, and by March 1st, 1921, it had increased to 302,743,221,729 francs. This condition will show considerable amelioration as a result of definite reparation proposals being now settled.

The total coal production in France in 1920 was 25,276,304 tons as against 22,476,766 tons in 1919, Lorraine production included in both cases. There was therefore an increased production of 2,799,538 tons as compared with that of the preceding year. To an industrial country regular supplies of iron ore and steel are next in importance to regular



Views in and around the Convention City

The City from the Opposite Shore
Garrison Club and St. Louis Gate
Wolfe's Monument, Battlefields Park
Ste. Anne de Beaupre
Cap Rouge Viaduct on the C. N. R.
Montmorency Falls

—By Courtesy of Canadian National Railways

supplies of coal. France's production of pig iron before, during and since the end of the war have been as follows:

	Tons.
1913	5,207,197
1916	1,447,000
1917	1,684,000
1918	1,297,000
1920	3,317,371

According to the estimate of industrial engineers, when France will have completed the work of reconstruction and will again be able to return to the normal development of her industries, she will be able to produce 11,000,000 tons of pig iron per annum.

France's industries have been greatly stimulated to export their surplus products by the necessity of the country's paying its overseas indebtedness. This in turn has led to a greater activity in French ports than was noticed before the war. On account of this development parliament has approved a programme of construction which will include all the principal French ports.

The rebuilding of railways with the exception of about 1,000 miles that it is proposed to double track, has been achieved and traffic movement has already reached pre-war normal quantities.

The National Bank of Foreign Commerce has organized a special department which will deal with the granting of credits to exporters. These advances will be accorded to exporters on certain conditions and will only be allowed to exporters in certain countries, namely: Poland, Czecho-Slovakia, Jugo-Slavia, Roumania, Bulgaria, Turkey and Italy. The advances will be guaranteed by the exporter, and certain definite guarantees

made by the foreign buyer with local recognized banks, having the right to hold these mortgages either in the form of cash or as mortgages for the eventual payment of the debt. Advances will be made up to 80 per cent. of the value of the goods exported, the exporter taking the balance of 20 per cent. himself. The maximum time limit of these advances will be three years.

Italy

The following is a statement of commercial conditions in Italy by one of the directors of the British-Italian Corporation, Limited:

"Although a great deal of progress has been achieved in the financial situation in Italy, the effect has been counterbalanced by the social disturbances which culminated during the autumn in the occupation of the factories by the workers. However much such excesses must be deprecated, there is no doubt in my mind that their ultimate effect has been a favorable one, because it amounts to a practical demonstration of the fallacy of theories preached by the leaders of the extreme wing of Social Reform. I do think that the acute phase which Italy has gone through has prepared her for a real and lasting regeneration.

The revenue for the financial year 1918-19 was 5,365,000,000 lire; and the final figure for 1919-1920 is 7,217,000,000 lire, an increase of 1,852,000,000 lire.

The figures referring to imports and exports are equally favorable. They show for 1920 a total of 15,862,000,000 for imports, which mean a contraction as compared with 1919 of 761,000,000 lire; the exports on the other hand, show an increase of 1,738,000,000 lire, being 7,804,000,000 lire against 6,066,000,000 for 1919, an amelioration of Italy's balance of trade of 2,500 million lire. In less than one month the Italian lire has appreciated by about 20 per cent. The adaptability of life and living to altered conditions is such that while a year ago, when everybody was short of supplies, everybody's greatest concern was the depreciation of the exchange, now it is the fear of too quick a recovery."

Belgium

The dispute in the British coal industry has had a beneficial effect in Belgium. as numbers of vessels are coaling daily at Antwerp and Ghent, whither Belgian coal has been rushed by every available route. Further numerous and important British orders have been placed with the Belgian metallurgical industry. The decrease in prices has practically ceased. Coal production in Belgium during the first six months of 1920 reached 11,084,615 tons, which indicates that the output for the year will equal, if not exceed, that of the last pre-war year. Production in 1913 was 18,232,050 tons.

In textiles, while the business is still very slack, the situation is slightly improved. The window glass trade is in a very critical position, sales being as low as 10 per cent. of production. As regards importation the situation is very unfavorable, many importers having been caught with large stocks on a falling market.

The Belgian Minister of Industry has brought before the Chamber an Export Credit Scheme by which the Government proposes to grant a credit of 250,000,000 fr. for this purpose.

It is stated that in the allocation of the various amounts preference is to be given to industrial groups rather than individual firms. Documents giving full details of the proposed transactions must be produced, together with covering bills signed by the importer or his bank. In other cases guarantees in some form or other, such as presumably the Ter Meulen bonds of the foreign Government concerned, must be produced.

China

China is a market that is bound more and more in the future to enter into the calculations of seriously interested Canadian exporters. Its numerical strength and territorial extent, coupled with increasing acceptance of Western leadership in material productions, warrant it in receiving a place in the vision of Canadian exporters more nearly approaching its real importance. A great amount of the foreign trade of China has been in the hands of great merchants, not natives of China, in the Treaty ports. While many of them conducted immense individual business, even their utmost efforts are disproportionate to the real needs of an awakening China. They also labor under what, in China, is a very grave and growing disability, namely, that the Chinese are insisting on going into business ventures on, at least, an equal basis as to capital and direction, with foreign capitalists. Stipulations of this kind will tend to bar the great merchant houses from expansion on anything like a normal basis for the inland Chinese trade.

China needs revenue and is proposing to raise it by a slight increase in her import tariff. Coincidentally, there are proposals on foot to set aside considerable areas alongside of inland waterways and railways where it will be permissible to establish factories on a modern scale tapping many of the yet untouched natural resources. The Chinese are thoroughly in earnest about these questions, especially since the choice of moderate control of her own enterprises, or domination by older industrial nations, is being thrust upon her.

Time does not permit of further elaboration on the enormous Chinese question. With some modifications, a similar outline regarding India may be generally entertained. India, of course, is being adequately reported on in the *Weekly Bulletin* of the Department of Trade and Commerce.

Japan

Japan's commerce has not yet recovered from the depression. It is true that the stock market is gaining in strength, this being followed by the cotton yarn trade, which reflects the general mood of the business world along with the stock market in Japan. But the general course of business is far from showing any signs of improvement. As the price of commodities is deliberately kept up, the import trade shows signs of continued expansion while the export trade is prevented from recovering. As a consequence of the diminution in export trade various factories have either retrenched their operations or closed their doors, and this tendency is likely to continue, with the result that the cost of production should be essentially lessened. The decrease in profits and the resultant depreciation in dividends will take the shape of a reduction in wages or the dismissal of the workers.

The Governor of the Bank of Japan at an associated meeting of the Clearing Houses of Japan, at Tokio, on April 11th, made the following comment on conditions:

"The lessening of production cost is absolutely necessary in order to accelerate exports and hasten the recovery of the economic world. During the war boom the cost of production in Japan was raised extraordinarily, and if it is maintained, Japanese articles will find it quite impossible to compete in foreign markets. Especially at the present moment when depression is rife internationally, and foreign markets have decreased their buying power, economizing on the production cost is an essential requisite for the promotion of exports."

A movement has been started by coal mine operators to prevent a further development of the coal depression by curtailing production all over the country. Mine operators from all districts are being induced to join the movement. It is a general belief in the business world, at present, that the curtailment of production is the first requisite for recovery.

During the last two months, readjustments by means of mergers have been effected by some prominent companies. One of the most important is the Japan Oil Company and the Hoden Oil Company, the combination thus made being expected to hold a controlling influence in the petroleum industry in Japan. In the electrical lines large amalgamations have been made, and a remarkable attempt has been made by the Oriental Steel Works, which proposed the placing of their plants for one year under the Government Steel Works, thus enabling the works to wait for better times without incurring losses.

The total imports into Japan for the year 1920 were yen 2,336,139,000, while goods were exported to the value of yen 1,948,389,000. Thus imports were considerable in excess of exports. Below the foreign trade of Japan for March, 1921, is roughly summarized in comparison with the corresponding month in 1920:

Export Trade.	
March, 1921.	March, 1920.
Yen 94,094,000	193,570,000
Import Trade.	
Yen 136,957,000	329,028,000

Germany

During 1919 traders and manufacturers not only survived violent fluctuations and prices but did good business in spite of them. This was because both the German and the foreigner bought wildly and recklessly. Throughout 1920 and the early part of 1921, however, the depreciation of the mark has been insufficient to make Germany an attractive market for the foreign buyer, and its present decline has been too spasmodic for him to venture to commit himself to any extent. This does not mean, however, that Germany has not made considerable progress in the extension of her export trade. German currency is depreciated to approximately 1-18th of its pre-war value while wages have only increased 8-10 times. Thus the cost of production has not risen to the same extent as the mark has depreciated. Lower cost of production, low freight rates and longer working hours are putting Germany at an advantage in the markets of the world.

It must be borne in mind, however, that the low value of the German mark is a handicap in importing raw materials from countries with appreciated currency. Germany's import list in 1913 shows that 63 per cent. were raw materials and food, and the chief raw materials, cotton, wool, copper, hides, iron ore, rubber and tin were purchased from the British Empire, Russia and America. Thus the strongest competition is to be expected from German exporters of goods manufactured from raw materials originating in Germany or in countries whose currency is also greatly depreciated.

In 1913, 14.2 per cent. of Germany's exports went to the United Kingdom, 7.1 to the United States and 0.6 per cent. to Canada. For the year ending March, 1920, Canadians bought from Germany goods valued at $1,500,000 and sold to her goods to the amount of $8,000,000, a complete reversal of the pre-war position. Among the exports we find wheat, which valued approximately $5,000,000, and fish, meat, condensed milk valued at $2,000,000; asbestos, $500,000. Our purchases include the following: florists' stock, hops, necktie fabrics, scientific books, photographic paper, cutlery, tools, glass products, aniline and coal tar dyes, fertilizers, toys, musical instruments, surgical and scientific instruments, pens and pen-holders. Similar articles are being imported into the United States, and the most recent foreign trade figures show that Germany's exports to the United States are only one-third of her imports. In England, however, German trade is making greater strides and recent reports from South American countries indicate that German goods are again gaining a hold in those markets.

The figures below compare the value of the exports from Germany to each country for the first eight months of 1920 with those of the first eight months of 1913, and the figures in brackets represent the percentage of the whole exports for the period to the countries in question.

	First 8 Months. 1920 Paper Marks.	First 8 Months. 1913 Gold Marks.
Holland	8,645,000,000 (21.2)	462,400,000 (6.9)
Switzerland	3,728,100,000 (9.2)	357,400,000 (5.3)
Sweden	2,889,200,000 (7.1)	153,200,000 (2.3)
Norway	1,222,600,000 (3.0)	107,800,000 (1.6)
Denmark	2,505,500,000 (6.1)	189,000,000 (2.8)
Finland	700,000,000 (1.7)	65,000,000 (1.0)
Spain	1,023,800,000 (2.5)	95,400,000 (1.4)
Austria-Hungary (former territory)	3,153,800,000 (7.8)	736,600,000 (10.9)
Balkans and Turkey	452,000,000 (1.1)	208,500,000 (3.1)
Russia and Poland (old territory)	1,009,600,000 (2.5)	856,800,000 (8.7)
Great Britain	2,600,900,000 (6.4)	526,600,000 (7.8)
France	1,230,400,000 (3.0)	958,800,000 (14.3)
Belgium	1,267,200,000 (3.1)	367,300,000 (5.4)
Italy	1,192,500,000 (3.0)	262,300,000 (3.9)
United States	2,946,300,000 (7.2)	475,400,000 (7.1)

Russia

The lands, forests, factories, mines and railways of Soviet Russia have been "Nationalized," and are operated by forced labor under the most rigid military rules, including the death penalty for the infraction or evasion, though very recent reports indicate a disposition to permit and encourage the private ownership of lands by the agricultural elements of the population. (While the proof of this section was being read a newspaper announcement is made indicating that Russian factories may be turned back to former owners on a leasing system.)

Attempts were made in the latter part of 1920 to re-establish trade with other countries by the utilization of the remainder of the gold-funds of the pre-war Russian Government to which in the meantime, has been added about $100,000,000, obtained from the Siberian mines. Limited trade relations have begun with Germany and several other European States, and an agreement for the resumption of trade with Great Britain was adopted by both Governments on March 6th, 1921. This agreement was signed by Sir Robert Horne, President of the British Board of Trade, and Mr. Krassin of the Russian Soviet Government.

Before entering into this agreement the British Government was faced with three serious situations: first, the serious spread of Communistic propaganda in Afghanistan and other border states in India; secondly, the pressure exerted on the Government in England by the political side of the labor movement, which, while not explicitly favoring the Soviet form of Government, insisted on giving it a thorough try-out in Russia, as long as Russia appeared to desire it; and lastly, the unemployment situation.

That the reasons for closing the negotiations resulting in the agreement were chiefly political rather than economic is partially shown by the following extract from a *London Times* report of a speech in parliament a week before the agreement was signed by the President of the Board of Trade:

"He believed it to be true that they would never get far in trading with a Communistic community. Each individual in such a community, it has truly been said, would only produce what he required to consume and, therefore, there would be no surplus to export."

The preamble of the agreement states and the whole tenor of the agreement proper indicates, that the agreement is a necessary preliminary to the conclusion of a formal general peace treaty between two governments. Moreover, most of the important questions are left for settlement to the terms of the treaty of peace yet to be concluded. Attached to the Trade Agreement is a Declaration of Recognition of Claims, the first paragraph of which reads as follows:

"At the moment of signature of the preceding trade agreement both parties declared that all claims of either party or of its nationals against the other party in respect of property or rights, or in respect of obligations incurred by the existing or former government of either country shall be equitably dealt with in the formal general peace treaty referred to in the preamble."

Further, the question of whether the gold offered, alleged to have been confiscated by the Soviet Government, is attachable by legal process was left to be settled in England by the law courts. By a judgment rendered on May 12th, however, in the Court of Appeal, London, England, the title of the Soviet Government to the confiscated gold was upheld.

The United States declines to accept the proposals of the Soviet Government for the resumption of commercial relations. The following extract from the statement of Mr. Hoover, Secretary of Commerce, indicates the attitude of the Government:

"The whole question from a trade point of view develops into furnishing commodities equal to the gold, platinum and jewellery, variously estimated at from $60,000,000 to $200,000,000 in the hands of the Bolshevist Government. After that is expended there can be little expectation of a continual trade. There has been no prohibition of trade as far as exchange of commodities is concerned. Trade is open through the Baltic States, and Italy has been trading in the south. There has been little trade in gold because its title has been called into question by the French Government and by threats of private actions in the courts. If any one European nation accepts the gold, no doubt all of them will."

As far as Canada is concerned, except in a few industries, it is practically futile for many Canadian manufacturers to anticipate serious business in Soviet Russia. There will be plenty of time to get Russian business when it is on a better basis. There are many more natural markets for Canadian products, namely, the other parts of the British Empire, Western Europe, United States and South America

where only ordinary business difficulties need to be overcome.

In view of the conflicting and often contradictory evidence about Russia emanating from all sorts of sources, it is extremely difficult to get more than a very obscure view of what the actual trend of affairs is. Despite the somewhat general view that the importance of the trade agreement is political rather than commercial, is it not possible that British business sagacity may be operating once more in this case with its usual foresight? Two inklings of this possibility are given: (1) By the permittance of a partial return of agricultural lands to private control. (2) In the agreement itself, which fairly definitely foreshadows the probability of business transactions taking place between British and Russian individual citizens, contrary to the usually accepted principles of Communism.

N.B.—The above outlines are based on information as to financial and economic conditions supplied through the British Board of Trade, Canadian Trade Commissioners, Canadian and foreign banks, our own correspondents and many other authoritative sources as a result of our special official enquiries

Discussion of Report

S. R. Parsons, Toronto, moving the adoption of the report, said there were three things that manufacturers should keep particularly in view,— first, when setting out on a campaign to advertise "Made in Canada" products, to make these products the equal of any that may be imported; second, to do everything possible to make a reasonable price; third, the necessity of conserving capitalization and making it good. Capital supplied by the public should be regarded in the light of trust funds and to take risks and lose money made it harder for every concern to secure capital.

G. H. Douglas, Hamilton, seconded the motion.

The motion having been put was declared carried.

Newspapers Generous

Quebec newspapers, both French and English, devoted liberal space to an account of the convention, publishing very full reports of the proceedings with portraits of officers and leading members. Some papers issued special industrial editions in honor of the occasion.

Convention Photographs

Arrangements were made with the W. B. Edwards, photographers, 217 St. John St., Quebec, to secure photographs of groups and individuals at the convention. Most of the pictures appearing in this issue of **Industrial Canada** were taken by Mr. Edwards and members wishing to secure originals or enlargements can do so by writing to Mr. Edwards at the above address.

Private Session Arouses Interest

General Manager, Secretary of Ottawa office, and Division Chairmen report on year's work

One of the most valuable sessions of the convention from the standpoint of Association administration, was that held on the afternoon of Wednesday, June 8, when the members met in private session to hear the confidential reports of the General Manager and other officers of the Association. These dealt in a more or less intimate way with the work of the Association and covered a wide range of topics.

Not the least interesting feature of the session was the presentation of reports on divisional activities by the five chairmen of divisions. J. B. Thomson, Vancouver, chairman of British Columbia Division, was the first to be called upon. He reported, amid applause, that the division had increased its membership to 208, of whom 40 were on Vancouver Island. Under Mr. Yarrow's chairmanship, the Victoria and Vancouver Island Branch had had a fine record, with an average attendance of over 60 per cent. at all meetings.

Mr. Thomson sketched briefly the work done by the Division's legislation, tariff and transportation committees. In referring to the fact that farmers had appeared before the Tariff Commission and advocated protection, Mr. Thomson said; " I might say in connection with the farmers, there is a very happy relationship existing between them and B. C. manufacturers. We sat down together at lunch and, while they were holding their convention, they used our board room. To use the president's own words, it was a very thin line that divided manufacturer and farmer; he really could not see it; our interests are alike."

Mr. Thomson further reported that the unemployment situation, as represented in the press, was exaggerated. Governments,— municipal, provincial and federal,— were very much like overindulgent parents pitying people who were not really out of employment, but wanted some abnormal price for their employment.

Quebec Division Report.

Reporting for the Quebec Division, C. Howard Smith, Montreal, Ex-chairman, said: "It would ill become me to inflict on you a long and wearisome report and yet I think I am safe in saying that the Quebec Division to-day represents to the Association, problems overcome and possibilities to be achieved that are presented by no other department nor division in the whole Association.

" I do not intend to dwell upon our problems and possibilities in detail but in the few remarks I have to make I shall dwell upon the three essentials in this your only bilingual division of the C. M. A. These phases which affect us most are Legislation, Organization and Co-operation.

Referring to Legislation, Mr. Smith declared there was no government in any province of Canada that was more kindly disposed towards the Canadian manufacturer than the government of which Hon. L. A. Taschereau was head. The same had been true under Sir Lomer Gouin and his predecessors. The temper of the Quebec people was such that he was confident, should governments come and go and political parties wax and wane, that there would ever be the same kindly co-operation, assistance and consideration from the provincial administrators.

As to Organization, they were well organized in the Quebec Division. These things took time but one by one the various parts of the organization had been set in motion and they hoped that within another year they would have a division second to none in Canada.

He did not think it was necessary for him to dwell on the subject of co-operation. There had been demonstrated to them in real life the active and complete co-operation between French and English-speaking manufacturers working to a common end. They had not cast aside for a few days family quarrels in order to present a smiling appearance-- they were always smiling in Quebec province. He emphasized again the point that Quebec would always be solid, sane and Canadian.

Prairie Division.

The report of the Prairie Division was next presented by W. G. Fraser, the new chairman of the Division. At the outset, he called attention to the large territory covered by the Division. It embraced Manitoba, Saskatchewan and Alberta, with eight branches, to cover which called for a journey of 2,000 miles. There were 564 members. In this territory stronger opposition existed to the C. M. A. than in other parts of the country.

Mr. Fraser noted the change that had taken place in the status of the Association. " Previous to 1916, its scattered membership was doing its best, without leadership, to meet severe criticism and unfriendly legislation in all three provinces. After the Prairie Division was formed and branches established, with double the membership, by organized effort and assistance rendered by the Association, manufacturers in the three provinces have been able to get hearings from their legislators such as they never received before. "

Dealing with proportional representation and its trial in Winnipeg, Mr. Fras-

ar said; " The result of these trials has shown that proportional representation is a good safety valve during unsettled conditions, as it gives each faction an opportunity of putting their representatives in the field and there are with us so many factions that level-headed citizens, who may not be in the majority of the whole, have an opportunity of electing their representatives. On the other hand it was demonstrated in Manitoba that a legislature elected under proportional representation had one great disadvantage over the old party system, and that is that it results in the election of so many groups having different aims that it is difficult to secure the passage of any important legislation which, because of its importance, is sure to be more or less contention among the varvarious groups."

Referring to business conditions, Mr. Fraser characterized the blue ruin story recently published in the Toronto Globe and the Mosher statement that men were sleeping on benches in Winnipeg public parks as absolutely without foundation in fact. There was some unemployment. There always was unemployment in the prairie provinces during winter months. However unemployment was no more general, in fact was less, in the prairies than in other parts of the Dominion and was well handled by the authorities.

Mr. Fraser then sketched the legislation affecting manufacturers which had been introduced in the three legislatures with the action taken by legislation committees to secure favourable consideration for the manufacturers' viewpoint.

Passing to the subject of transportation, Mr. Fraser declared there was no doubt that high transportation charges were holding back business develment in Western Canada. While he believed the railways should receive fair remuneration for services rendered, he thought no effort should be spared to bring about a change in conditions which would enable railways to re-establish rates in effect prior to 1917 at the earliest possible moment. This would be a great stimulant to Canadian business.

The labor situation in Winnipeg had undergone a marked change in past two years. There were still about five thousand workers who followed extreme radical leaders but the large maiority of the working people were sound.

Mr. Fraser congratulated the president on the courageous way in which he had gone to Winnipeg and presented the Association's tariff statement, thanked the staff of the Association for assistance rendered during the year and concluded as follows.-

" I regard the present position of the Association in the West as being most hopeful. We have good reason to hope for a satisfactory increase in membership and I can testify without hesitation to the fact that we enjoy greater prestige in the public mind than ever before. We regard as an important part of our work the conciliation of interests, hitherto unfriendly, by frank statements of our aims and our ambition to make Western Canada, not only a great grain producing area, but a prosperous, healthy and useful industrial community."

Maritime Division.

The report of the Maritime Division was presented by L. W. Simms, St. John, the new chairman of the Division. Mr. Simms stated that membership had increased from 148 four years ago to 288 and that they now had about 75 per cent of the possible membership or of those that were really in line for membership.

He was glad that national and industrial integrity had been emphasized and that a division was not to be judged by mere numbers nor by the balance of income over expenditure. He felt that the representatives of the outlying divisions were entitled to even more credit than the ones in the centre because of the battles they had to fight in these outlying fields in a much less sympathetic atmosphere. They had to be missionaries in carrying the ideas of the Association to the people.

After sketching the action of the Association with regard to legislation, Mr. Simms referred to the progress that had been made with regard to safety associations in Nova Scotia. He declared that a great deal of credit was due to Mr. Thompson, the secretary, for what he had been able to accomplish in the way of obtaining a standing for the Safety Association with the Workmen's Compensation Board, a standing which he did not think could be equalled anywhere: they were trying now to organize a safety association in New Brunswick along similar lines.

Mr. Simms concluded with an appreciative reference to the work of Mr. Thompson.

Ontario Division.

For the Ontario Division, W. C. Coulter, Toronto, chairman, reported a membership of 2200, with 79 new members added during the year. Reference was then made to the tours of industrial centres, a method of working up interest which was commended to the other divisions; to the reorganization of the safety associations under the Workmen's Compensation Act and to the work of the divisions in connection with provincial legislation. Mr. Coulter also dealt with the power situation, which had been satisfactorily cleaned up, thanks to the efforts of the division executive.

Members testify Approval.

C. A. Birge, Hamilton, in rising to move the adoption of the reports, said that he had been a member of the Association for 39 years and was probably the oldest member present, in point of length of membership.

" I want to say to you, gentlemen, that it has been a source of extreme pleasure to me this afternoon to listen to the reports that have been made. In the year of my presidency, 1902-3, there was no such organization as your Legislation Department, there was no such organization as your Transportation Department. We had practically one organization with one department which was the Tariff Committee. The work of the Association was done from Toronto, and we had not the Divisions we have today spreading from coast to coast. We had not the branches we have today. It is only within a few years past that we have had a branch in Hamilton even. The principal work was done in Toronto by the head office and by a group of men who had not only vision, but the interests of the Association at heart. When I compare those days of 1902 and earlier with the reports that have been given today by the general manager particularly and by the various divisions and by the Legislative Department, it gives me great delight to feel that the Association has grown to the point it has and to the influence it has reached not only at Ottawa but throughout the whole country from Halifax to Vancouver."

J. P. Murray, seconding the motion, said that he also had been a member since 1882. He told of the steps that led up to the re-organization in 1900 and said that the progress of the Association since then had been along lines that he had had in mind for the success of the Association. It had still much to do and he declared that, "if we use the energy we have intelligently and back up that energy with truth and justice and have the unity which was spoken of, because intelligence will bring the unity, there is no reason why we cannot look forward to the time when the C. M. A. will have put Canada away above par and made her the outstanding country of the world.."

Joseph Beaubien, Quebec, said that this was the first meeting he had attended and "I want to tell you that I had not the faintest conception of the scope of the work carried on by the Association. If the manufacturers in this province could realize only a portion of the work that has been enumerated, we would have a very extensive increase in membership."

T. P. Howard, Montreal, said that he knew from experience what the work of the Association was but he did not know until he had taken office. He knew what Mr. McKinnon had gone through and what Mr. Walsh had gone through.

" It is by having such men as Mr. McKinnon, Mr. Fisher and Mr. Shaw as our executive and such men as Mr. Walsh and Mr. Stirrett in charge of affairs that success has been attained, and

I agree with Mr. Murray when he says we have not yet reached our greatest success. There should not be a manufacturer in the Dominion of Canada that is not a member of this Association. Furthermore, it should be a disgrace for any man to be outside this Association and be a manufacturer."

W. H. Shapley, Toronto, agreed with Mr. Howard that the work of the Association had only begun. He believed that in the next few years they would have to undertake things that they did not think of in the past. In his opinion the manufacturers of Canada were not taking the responsibility in connection with public affairs that they should. Manufacturers could find time for all kinds of other activities and in many cases gave unlimited time to them but unfortunately important matters affecting their interests received only a few hours attention a year.

" I do not wish to appear as taking a narrow view of the situation," said Mr. Shapley. "Under our democratic form of government all classes have the right to representation but it will continue to be a one-sided government unless the manufacturing class take their full share. Prosperity and the best interests of the country will suffer if our parliments and governing bodies are allowed to be dominated by any particular class. What is wanted in order to avoid freak legislation is representatives of all classes working together for the good of the Dominion."

Hon. E. J. Davis, Newmarket, said it was 35 years since he had joined the C. M. A. He had been able to watch its growth during that period. It had done much for the development of Canada. They had been exceptionally fortunate in the men who were officials. There was no better staff of men in any organization in the country. He believed that in the time to come there would still be growth and development.

J. E. Riffer, St. Catherines, said he was a young member of the Association and that in future he would take much more interest in its work.

S. R. Parsons, Toronto, declared that the session had been one of the most interesting ever held in the history of the Association, at least since he had become connected with it. The reports which had been presented from sea to sea had assured them of the national character of the work of the Associaciation and how well it had been done. He corroborated the statement of Mr. Shapley that not enough interest was being taken by the manufacturers in public affairs.

" In any case I feel that among ourselves we ought to leave this convention with the feeling that our Association is worth while."

John A. Bain, Woodstock, gave an interesting personal experience of the helpful work of the Association in connection with a customs matter.

A. T. Thom, Toronto, gave a similar example.

W. R. Breyfogle, Peterboro, said he did not think there was any firm in Canada that the Association had saved more dollars for than his firm. It was to him difficult to conceive of any manufacturer waiving his opportunities of membership. So little was the value of the Association appreciated that manufacturers hesitated to pay a sum less than they would pay an office boy for membership in the C. M. A.

C. R. Walker, Sydney, thought it was up to the members to see that the Executive was provided with all funds necessary. Personally he felt that he had got back for the small fees his concern had paid,a hundredfold. He was heartily ashamed of the small sum paid; in fact, so ashamed that he put himself into a higher class than the schedule called for and took out a second membership.

George Lang. Kitchener, said that he had attended the meeting at which the Association was formed in the Queen's Hotel, Toronto. If they looked over the list of presidents they would see that in almost every case they had had the best business brains of Canada in the men who took the position. They worked for the whole country. The staff could not be surpassed.

The motion to adopt the reports was put and carried.

Officers for New Year are Elected

W. S. Fisher, St. John, N. B., becomes president, J. R. Shaw and C. Howard Smith, vice-presidents

At the concluding session of the convention, the report of the Nominations and Resolutions Committee was presented. When the name of W. S. Fisher, St. John, was announced as the committee's choice for president, there was loud applause.

President McKinnon said he was glad that the nomination had met with such unanimous approval. He assured Mr. Fisher that he had, to the fullest extent, the esteem, confidence and affection of the members of the Association. Further, the Association felt that it was paying a compliment to the Maritime Provinces in electing one of their representatives president.

Mr. Fisher, having taken the chair, said that he felt it was very difficult to express himself as he should. He wished to thank the members and Mr. McKinnon for the mark of their esteem. In so far as any work, he could do, was concerned, he assured them that he would act to the best of his ability. He recognized that it would be hard to live up to the traditions of the office, but he hoped they would all be heartily in sympathy with him and behind him, and would overlook his deficiencies. He then paid a tribute to the members of the permanent staff, whom he characterized as the power behind the throne.

C. A. Birge, Hamilton, rose at this juncture to propose a vote of thanks to the retiring president. He declared that Mr. McKinnon had done his work faithfully and earnestly and that his services were greatly appreciated.

J. F. M. Stewart, Toronto, seconded the motion, saying that they were all very much indebted to Mr. McKinnon for the great public service and good he had done, not only on behalf of the Association but for the welfare of the Dominion.

Replying, Mr. McKinnon said he felt that he really had not deserved the kindly mention made of his name. He then referred to some of the work of the year, in which he had participated, first the tariff inquiry and then a visit to New York, where he had spoken on behalf of the C. M. A. at a meeting of the National Association of Manufacturers of the United States. Finally, one of the greatest things that had happened to him was the friends he had made in almost every province of Canada.

The name of John R. Shaw, Woodstock, was then announced as nominee for office of first vice-president. Following applause, Mr. Shaw spoke briefly, saying that as first mate to Mr. Fisher, he would give him every assistance in his power.

For second vice-president, the name of C. Howard Smith was presented. Mr. Smith, in accepting, expressed his willingness to serve as second mate, adding that he would do everything in his power to forward the interests of the manufacturers of Canada.



L. W. Simms

T. S. Simms & Co., Limited, St. John
Chairman, 1921-22, Maritime Division

Resolutions Adopted by Convention

Important Declarations made with regard to Tariff, Merchant Marine, Research and various other Topics

Following the election and installation of new officers, the Nominations and Resolutions Committee submitted a number of resolutions, all of which were endorsed by the meeting. The resolutions were as follows,—

1. Tariff

WHEREAS it has been the fiscal policy of Canada since 1878 to maintain a protective tariff and

WHEREAS this policy promotes the welfare of the entire population, directly or indirectly, and

WHEREAS, since the conclusion of the Great War, there have been pronounced increases in the customs tariffs of nearly all other industrial countries, rendering it especially necessary to conserve the Canadian market when the sale of Canadian products in other markets is being restricted;

THEREFORE BE IT RESOLVED that the Canadian Manufacturers' Association in annual meeting assembled in Quebec City, on June 9th, 1921, respectfully urges the Parliament of Canada in the next revision of the Canadian Customs Tariff, to provide and maintain an adequate tariff protection for Canadian enterprise and industry, so as to encourage the investment of capital, facilitate the development of natural resouces, furnish Canadians with employment, and retain and enlarge the market in Canada for Canadian produce from farms, factories, mines or other sources.

2. Reciprocal Tariff Preference.

WHEREAS the Parliament of Canada has recently completed an agreement with certain of the British West Indies which provide reciprocal tariff preferences.

THEREFORE BE IT RESOLVED that the Canadian Manufacturers' Association, in annual meeting assembled in Quebec City, on June 9th, 1921, records its appreciation of the negociation of the West Indies Agreement by the Dominion Government, AND FURTHER, that the Government be respectfully urged to continue negotiations with Australia and other British Overseas Dominions, with the object of obtaining reciprocal tariff preference for Canada.

3. Steamship Service.

WHEREAS the Government of the Dominion of Canada through the Canadian Government Merchant Marine, Limited, own and operate a large number of vessels; and

WHEREAS the underlying reason for the operation of these vessels is the provision of economical means for transportation to enable Canadian products to compete with those of freign countries; and

WHEREAS there were recently completed certain agreements between Canada and various parts of the West Indies which it is expected will tend to increase trade between Canada and the of the West Indies; and

WHEREAS the establishment of a direct steamship service between Canadian Atlantic and Pacific coast ports via the Panama Canal, including the West Indies, would greatly facilitate the marketing of many British Columbia products in the West Indies and Eastern Canada, many of which products are at the present time being supplied from foreign countries. and would make it possible for British Columbia importers to bring to the Pacific coast for distribution and manufacture many products ofthe West Indies; and

WHEREAS it is understood that the Canadian Government Merchant Marine have now or will shortly have available steamers which it has not been found profitable or feasible to operate on other routes;

THEREFORE BE IT RESOLVED that the Canadian Manufacturers' Association in Annual Meeting assembled in Quebec City, June 9th, 1921, urge upon the Dominion Government the necessity for the establishment of such service forthwith.

4. Canadian Merchant Marine.

WHEREAS it is the policy of all Maritime countries to subsidize the construction and operation of ships in order to develop and maintain export trade; and

WHEREAS the Dominion Government has created and is operating the Canadian Merchant Marine.

THEREFORE BE IT RESOLVED that the Canadian Manufacturers' Association, in annual meeting assembled in Quebec City, June 9th, 1921, records its appreciation of the measure of success already attained and strongly urge the Government to take all possible steps to increase the efficiency of the service by the installation of refrigeration and other facilities to ensure the safe carriage of the products of the farms and fisheries of a perishable nature.

5. Scientific and Industrial Research.

WHEREAS it is of the utmost importance that Canada shall develop her resources by every possible means; and

WHEREAS a Bill creating a national research institute for Canada, recommended by a non-partisan Parliamentary Committee who were advised by scientific experts, was introduced by the Dominion Government during the last session and passed by the House of Commons; and

WHEREAS the Senate of Canada threw out the measure on the ground of economy;

THEREFORE BE IT RESOLVED that the Canadian Manufacturers' Association, in annual meeting assembled in Quebec City, June 9th, 1921, express its opinion that the creation of a national research institute would be a measure of true economy because it would tend to increase the national wealth, and respectfully but strongly urge the passage of this legislation at the next session of Parliament.

6. Taxation.

WHEREAS largely as a result of War efforts our Municipal, Provincial and Dominion Governments will have to raise annually very large sums by the way of taxation; and

WHEREAS all taxes should be levied where it embarrasses the individual and the business of the Community in the least possible way; and

WHEREAS the present system under which the present governing bodies collect taxes by assessing the same assets or revenues is unduly hurtful to the individual and the business of the community. and in some cases is almost confiscatory;

THEREFORE BE IT RESOLVED that the Canadian Manufacturers' Association, in annual meeting assembled in Quebec City, June 9th, 1921, respectfully ask the Dominion Government to confer with the Governments of the Provinces for the purpose of determining and agreeing upon a policy which will define the source of revenue to which the Dominion, Provincial and Municipal Governments will be limited for taxation purposes.

7. Products of Canada.

WHEREAS the general increase in protective tariffs throughout the world, the imposition or maintenance of embargos, fluctuation of exchange and unsettled conditions have and are restricting the export of Canadian products and particularly those of farm and factory; and

WHEREAS the importation of goods from other countries has greatly increased;

THEREFORE BE IT RESOLVED that the Canadian Manufacturers' Association, in annual meeting assembled at Quebec City, June 9th, 1921, recommend that the Dominion, Provincial and Municipal Governments, and the people of Canada generally, be respectfully but strongly urged to buy Canadian products from the farms, factories and other sources, in prefence to imported goods in order to provide employment, develop Canadian ports,stimulate business, encourage investment, assist in paying the national debt, and restoring national prosperity:

AND FURTHER that all the National business, educational and philanthropic organizations be requested to co-operate.

Amendments to By-laws Considered

Association to retain old System of electing Vice-Presidents — New and higher Scale of Fees effective

At the annual meeting in 1919, an amendment was adopted which would have the effect, after the annual meeting of 1921, of changing the honorary oficers of the Association from " a president, a first vice-president, a second vice-president, and a treasurer," to "a president, a vice-president for each division, and a treasurer."

The first amendment to be introduced at the annual meting of 1921 was one, moved by F. G. Daniels, Montreal, seconded by Angus McLean, Bathurst, cancelling the 1919 amendment and thus retaining the former arrangement.

In moving the amendment, Mr. Daniels pointed out that in the absence of the president, under the new system, there would have to be a selection from the vice-presidents and, in the continued absence of the president, the selection would probably rotate without giving any one man sufficient experience. Further it might be quite possible for a divisional vice-president elected this year to become president of the Association next year and this might result in the selection of an inexperienced man. The present system had produced such excellent presidents in the past that he could not see any object in making the change.

S. R. Parsons, Toronto, said that the change had been advocated by the late Mr. Henderson of Windsor and himself, and that the thought they had in mind was that occasion frequently arose when there was a special demand for a special man. Geographical divisions also made it somewhat difficult for a president to do his full duty. He instanced Mr. Fisher in St. John and a possible vice-president in British Columbia. Further, while some men were quite prepared to accept the vice-presidency, they did not want to go on to the presidency and thus the services of good men might be lost.

Angus McLean, Bathurst, said he understood the retention of the old system was suggested by the Executive. If the Executive found that it worked out best, the members should back up the Executive.

J. F. M. Stewart, Toronto, thought it would be a mistake to change the system. He could not recall any case where the president or vice-president had not been available. The system gave the nominating committee the whole field of membership from which to select the second vice-president, while under the new system, they would be limited to five men in naming the next president.

E. J. Davis, Newmarket, moved that the question be laid on the table to be dealt with at next annual meeting.

W. C. Coulter, Toronto, thought the divisions should be more closely linked up with the general executive and suggested that the divisional chairmen be second vice-presidents and that there be a first vice-president in addition.

F. W. Stewart, Montreal, strongly favored retention of old system, emphasizing the value of the experience gained by each new president during the two years spent as vice-president. He thought the old system had worked out well.

Thomas Roden, Toronto, supported the suggestion of Mr. Coulter as being a means of testing the membership in all parts of the country and securing the best material.

C. A. Birge, Hamilton, thought, if the chairmen of divisions were made members of the executive committee, the opportunity for selection would be quite as good as if they were actually vice-presidents.

W. H. Shapley, Toronto, pointed out that there was another amendment which would have this result and urged that the old system be continued.

The motion was thereupon put and, on a vote having been taken, was declared carried.

Chairman of Executive

W. H. Shapley, Toronto, moved, seconded by C. Howard Smith, Montreal, that By-law No. 15 covering the constitution of the Executive Committee be amended to include as members, the chairmen of divisions. This was carried without debate.

The note appended to By-law No. 10 at the annual meeting of 1919, covering the duties of the vice-presidents, was, on motion of F. G. Daniels, seconded by Angus McLean, stricken out and By-law No. 10 re-affirmed. This was in conformity with the retention of the old system of vice-presidents.

An amendment to By-law No. 14 (section (a)), which prescribes the composition of the Executive Council, was presented by B. W. Coghlin. This had the effect of omitting from the membership of council, the chairmen of sections. Mr. Coghlin argued that it would make council unweildy if all trade section chairman were ex-officio members. They were usually there in the interests of one trade and not for the whole Association. The change would not prevent a trade section from nominating a man and putting him up for election.

The motion was seconded by F. W. Stewart and adopted.

Change of Fees.

J. T. Stivett explained with reference to proposed amendment to By-law No. 79, which fixes the membership fees, that the present fees amounted to about $140,000 per annum. The new schedules submitted meant an annual increase of about $85,000, though for the next year, the amount available would be about $40,000. The motion to strike out the old scale and substitute the new was moved by Thomas Roden, Toronto, seconded by John R. Shaw, Woodstock. It, new scale, reads as follows,--

"The annual membership fee, including subscription to Industrial Canada, shall be for members employing under ten employees, Twenty-five Dollars; for members employing ten and less than thirty employees, Thirty-five Dollars; for members employing thirty and less than sixty employees, Fifty Dollars; for members employing sixty and less than one hundred employees, Seventy-five Dollars; for members employing one hundred and less than one hundred and fifty employees, One hundred Dollars; for members employing one hundred and fifty and less than two hundred and fifty employees. One Hundred and Fifty Dollars; for members employing two hundred and fifty and less than three hundred and fifty employees, One Hundred and Seventy-five Dollars; for members employing three hundred and fifty and less than five hundred employees, Two Hundred and Fifty Dollars; for members employing five hundred and less than seven hundred and fifty employees, Three Hundred Dollars; for members employing seven hundred and fifty and less than one thousand employees, Three Hundred and Fifty Dollars; for members employing one thousand and less than fifteen hundred employees, Four Hundred and Fifty Dollars; for members employing fifteen hundred and less than two thousand employees, Six Hundred Dollars; for members employing two thousand and less than three thousand employees, Seven Hundred and Fifty Dollars; for members employing three thousand or more employees, One Thousand Dollars; and for each additional representative after the first, from any member, Fifteen Dollars."

After some discussion, during which several members expreesd the view that nothing should be done to discourage small manufacturers from joining and retaining their membership in the Association, an amendment to the amendment was introduced and carried making the fee for firms employing from 5 to 9 hands $15.00; from 9 to 14 hands, $25.00, and from 15 to 29 hands, $35.00, with the remaining schedule as set forth in the original amendment.

City Decorated

At various points throughout the city, banners were strung across the streets inscribed,—"Bienvenue, Welcome, C.M.A." Along Dufferin Terrace, ropes of flags were strung from standard to standard in honor of the association. These evidences of good-will were much appreciated.



A Unique Group of Ex-Presidents

Nine past presidents of the Association accepted an invitation to be present at the 50th Annual Meeting. Seven of the nine were rounded up by the convention photographer and snapped as above. Seated in the centre is Hon. C. C. Ballantyne; on his right, Robert Hobson; on his left, Cyrus A, Birge; standing from left to right,- J. H. Sherrard, S. R. Parsons, Harry Cockshutt and J. S. McKinnon. Sir Charles Gordon and T. P. Howard got away before the photograph was taken

Doing Honor to the Ex-presidents

Presentation of Loving Cups to former occupants of the presidency features Fiftieth Annual Meeting

One of the happiest events of the Quebec Convention was the presentation of a number of handsome silver loving cups to the ex-presidents of the Association. This interesting item on the program took place at an informal gathering of members and their wives and friends on the evening of June 8. The convention hall was crowded for the occasion and the proceedings passed off very pleasantly, the ex-presidents present acknowledging the receipt of the cups in a series of bright and witty speeches.

President McKinnon presided and in his introductory remarks delved into history and told something about the great men of the past who had laid the foundations of the Canadian nation. From this he passed to the Association pointing out that its foundation also had been well and truly laid by its early leaders.

The Secretary, Mr. Stirrett then read a list of the names of the living ex-presidents,—

1895 — A. E. Kemp.
1898 — J. F. Ellis.
1900 — P. W. Ellis.
1902 — C. A. Birge.
1904 — W. K. George.
1905 — C. C. Ballantyne.
1906 — H. Cockshutt.
1908 — R. Hobson.
1911 — Nathaniel Curry.
1912 — R. S. Gourlay.
1913 — C. B. Gordon.
1915 — J. H. Sherrard.
1916 — Thos. Cantley.
1917 — S. R. Parsons.
1918 — W. J. Bulman.
1919 — T. P. Howard.
1920 — J. S. McKinnon.

Letters and telegrams of regret were received from a number of the ex-presidents, who found it impossible to be present.

Sir Edward Kemp, writing from London, regretted that it would be impossible for him to be in Canada at the time and added "I congratulate the Association on its aggressive and good work and I believe a more suitable place could not have been chosen than Quebec in which to hold your annual meeting."

J. F. Ellis telegraphed from Toronto that sickness at home made it impossible for him to be at the meeting.

P. W. Ellis wired,— "My public duties prevent me from being with you all to commemorate the Fiftieth anniversary of our association. I greatly regret it. Our organization has always stood for the best for our grand Dominion. Its history is fragrant with the memories of an honorable past and the devoted work of its large and increasing membership. I congratulate you, Mr. President, and the many members who have assisted you, on a most successful year, the result of united, continuous and devoted work."

W. K. George also wired regrets, while Hon. Mr. Curry wrote to say that business engagements in the Maritime Provinces prevented his being present. R. S. Gourlay sent a telegram reading,--"May even greater success in the coming years reward the Association's efforts in promoting and fostering Canadian national development, not only industrially but in every other field of activity from agriculture to the arts, provided such make for human betterment and recognise divine sovereignty."

Thomas Cantley wrote to say that unfortunately he would be in England at the time of the annual meeting but he added, "I shall not forget the date of your assembly at Quebec and shall be with you in spirit."

After the reading of regrets, the president called to the front Messrs. Birge, Cockshutt, Hobson, Sir Charles Gordon, Sherrard, Parsons and Howard. As they lined up before the table, the audience rose and sang "For they are Jolly Good Fellows" and "See them Smiling" and wound up with three cheers and a tiger. Mr. McKinnon then made the presentation of the cups. The ex-presidents replied briefly, thanking the Association for the gift, and expressing their pleasure at being present. Mr. Birge did some interesting reminiscensing. Mr Hobson told several witty stories, and the other ex-presidents spoke in a bright and amusing vein.

Hon. C. C. Ballantyne, Minister of Marine and Fisheries was unable to be present but arrived in Quebec the following morning. Cups were presented to him and to Ex-president McKinnon by President Fisher at the annual banquet, both replying in suitable words.

Enjoyable Luncheons

On each of the three days of the convention, luncheons were held at the noon hour, at which delegates and their ladies were entertained by a number of noted speakers. The luncheon on the first day, as noted elsewhere, was addressed by the Premier, Rt. Hon. Arthur Meighen. On the second day, the company listened to an eloquent speech from Ernest Lapointe, K. C., M. P. On the third day, Hon. C. C. Ballantyne spoke briefly, to be followed by the five chairmen of divisions, each of whom lauded the advantages of his own section of Canada and poked fun at the expense of the others.

Premier Meighen Speaks at Lunch

Declares Industrial Integrity is inseparable from National Integrity and commends Made-in-Canada

On the eve of sailing for England to attend the Imperial Conference of Premiers, Premier Meighen accepted an invitation to be present at a luncheon tendered by the Quebec Division, C. M. A. This took place at noon on Tuesday June 7 in the main dining room of the Chateau Frontenac and was largely attended.

Among those seated at the head table were Premier Taschereau of Quebec; Chief Justice Lemieux, Mayor Samson, Sir David Watson, Senator Smeaton White, Senator Sharpe and Messrs. McKinnon, Fisher, Shaw, Howard Smith, T. P. Howard, Coulter, Thomson, Simms and Fraser of the C. M. A. J. H. Fortier, chairman of Quebec Division presided.

The Premier devoted a considerable portion of his remarks to the transportation problem, replying to the plea of the chairman that something should be done to secure to the port of Quebec a larger share of Canadian export grain trade.

"I am not sure," said he "that in the presentation you made to me on this question of transportation and the port of Quebec you were enunciating principles that at all differ from those that animated the old National Policy and those that have sustained it for forty-two years. I am just as ardent a believer in the "Made-in-Canada" doctrine as is the president here today, and just as ardent a believer in the "Transportation in Canada" doctrine as I am in the "Made-in-Canada" doctrine. (Applause) I believe in industrial integrity. I think it is inseparable from national integrity. Unless we can maintain within our borders something that at least approaches industrial independence, we are not going to maintain very long our national independence. (Applause). Similar in importance is the question of independence in carriage, of transportation independence for this country.

"So much for basic principles. But while it is essential in this country for the purposes of our industrial integrity in order that we may grow within ourselves and foster within ourselves all the elements of nationhood -- in order that it is essential to that end in my judgment that a tariff of a protective character be maintained along the border to the south and indeed along all our borders, still we have not been able because of our geographical disposition, because of the differing characters of our population and consequently their different occupations in different parts of Canada; we have been compelled for that reason to content ourselves with a wall, only of moderate height, and such will be our limitations for many years to come. That is the chief reason why we have had to do so. We have not been able to impose the penalty that complete industrial integrity would compel us to impose, and there are limits also beyond which we cannot go in order to sustain the transportation integrity of this country."

Mr. Melghen then sought to show that, while Quebec might regard its case as of national importance, other parts of the country had similar views for themselves and instanced the delegations from the Western provinces and the Maritime provinces that had waited on the government and asked for rate concession. He laid it down as a principle that the government could not take one part specially and, however great the national advantage, so regulate rates there that the rest of the country would have to contribute what might be lost.

"As regards the maintenance of policies that go to make secure our independence industrially," said Mr. Meighen, "the great thing that Canadians everywhere should keep before them is this,— the wisdom of so fashioning a Canadian policy not that any section or any occupation or any group of occupations or sections will be able to get on and maintain a certain degree of prosperity—nothing of that kind at all - but in order that this country as a country, in order that this Dominion as a Dominion, as a unit in the great industrial heritage of the world can have a show and maintain its place among the other great competing industrial nations of the world. That is all anyone should keep in mind. He should forget we have farmers and that we have manufacturers here; he should forget we have merchants or anything else here other than citizens of Canada, and then look at his country as competing with our great competitor to the south, and with Germany and France and the Argentine away south, and, yea, with Great Britain over there; look at his country as a unit of industrialism in this world, and so fashion our policy that we can get business andpopulation and capital and trade in competion with those countries.

"If we do that and lay down the lines of our fiscal policy and our taxation policy and our financial policy to meet that end—if we do that, it won't be very difficult taking care of the rest of things, it won't be very difficult here regulating our domestic laws, that our manufacturers, however, avariciously they may be inclined, that you, the makers of goods, the developers of our raw materials are not going to become an autocratic or oppressive class bearing down on the producer in the west or the farmer in the East, or what our opponents call, the great consuming masses of this country. We can look after them all right and you can take warning that we will do it. I dont think there has been any very great disposition on the part of our manufacturers to unite in combination to take advantage of the laws of this country, to take advantage of the policy of this country, to themselves cast aside all competition and become the dictators of prices in this Dominion, but if it ever is, if we see signs of that, wherever it shall show its head, then it is the duty of the Government and it should not fail to make such laws and provide such penalties as will make that condition of affairs impossible, but it should look after the rights, justice and freedom of competition.

"This, however difficult, is a matter that must be secondary, however important it is. We must first look after the rights of the country as a whole, and having done that then we are quite able to take care of the other domestic questions of our own. In a word, so long as this country, as a factor in the industrial world, is in a position to hold its place and to aggrandize itself, to keep on developing and marching forward instead of backwards--so long as we take care of our policy to insure that end, thenwe have laid down the first principles, we have taken a step without which we never can get on at all. If we fail to take that step, then I am afraid it won't be very much use taking the others; there won't be very many of your class prosperous or otherwise to look after. We must first look after the cause of the nation as a whole, and having done that, the great duty of the Government is to see no class has undue advantage over another."



Sam Harris of Toronto entertaining the crowd on the Saguenay Boat

President's Address at the Banquet

Newly-elected President delivers fine Inaugural Address, taking Broad View of Nation's Problems

As chairman I beg to assure our distinguished guests that we appreciate the honor they have conferred upon us by accepting our invitation to be present at the closing function of this our Fiftieth Annual General Meeting. We also appreciate the interest and loyalty of our members who have come from all parts of Canada on this occasion. May I express also, on behalf of the Association, supplementing the official



William Shives Fisher

Enterprise Foundry Co., Limited, Sackville
President, C. M. A., 1921-1922

votes of thanks passed this afternoon, grateful acknowledgment of the kind hospitality of all who have assisted so generously in making our convention successful and our visit to this beautiful city delightful.

As one stands in this historic city, the mind ranges over those four centuries of achievement since the sailing vessels of Jacques Cartier first explored their way up the St. Lawrence. What a prospect confronted those bold voyageurs! The vast and mysterious land inhabited by savage beasts and more savage men. The wilderness where danger lurked at every step. The uncharted waters where the white man's vessels had never navigated. Well might the minds of these sturdy explorers have recoiled from the seen and unseen dangers, appalled by the contrast between their feeble strength and the great mysterious continent before them.

But they did not turn back; they pressed forward and began the work of subduing the continent, harnessing its powers and developing its resources for the needs of future generations. This was the beginning and, through succeeding centuries, members of the French and British races pushed further into the heart of the wilderness, driving their frail vessels over the bosoms of unknown waters, exploring the Mississippi River to its mouth, venturing into the Great Lakes, passing on over the prairies, sighting and climbing the Rocky Mountains, discovering the mighty rivers flowing into the Pacific and Arctic oceans, braving the ice-bound coasts of Labrador, piercing the fogs and mists that guard Hudson's Bay, treading the long trails and entering the lonely places until gradually forest and prairie became farm and ranch lands, the solitude yielded to the city, and nature gave up her great stores of hidden wealth to the daring men who challenged her grimmest moods in order to win them. Thus was Canada won from Nature for our civilization.

Then the war came, and that civiliztaion which had been laboriously built up with the sacrifice of many lives and much suffering, was threatened by another danger, and the descendants of those who made Canada rallied in their thousands, suffered death and wounds and privation, endured till the end and helped to achieve the great victory.

If our ancestors won this country for us from Nature, and if men of our present generation defended it from a worse enemy, surely we and succeeding generations can keep it.

That is the problem. How to keep Canada, how to continue the work of the thousands who have gone before, how to retain the charactor which has enabled Canadians to perform such achievements, how in other words, to build up a nation; for Canada is a nation and has attained that position with the full approval and encouragement of Great Britian which has been as anxious to have Canada reach national status as a father is to see his son grow to manhood.

Canadians have three kinds of interests, national affairs, the affairs conprises the British Empire, and, thirdly, international affairs. National matters are of more intense concern because they are more concrete, are closer at hand and more easily understood. While Empire affairs are not of such keen interest, there is an unshakeable determination upon the part of free commonwealths, whose people Canadians to remain one of this group do not trouble themselves much with theories, forms, documents or written constitutions, but line up shoulder to shoulder when danger threatens one or all. International affairs are somewhat shadowy to Canadians. Before the war we took little interest in them. We were self-centred, as was natural, because we were struggling with the task of developing a great country. But the war brought us into contrast with other nations and we now realize that if we are to take our place in the world we must study international conditions and become more familiar with the customs, traditions, and people of other countries. modern Canadians are faced with as

In the task of building up the nation, the early explorers. They encountered hard a task as that which confronted met innumerable dangers. There were physical dangers and physical obstacles. and overcame great obstacles. They But, in future nation building on this continent, it is not so much the physical dangers that are to be feared because, thanks to our forefathers and the assistance of modern science, most

of those have been overcome, but the danger lies in another direction. There are poisons which attack nations and destroy them. These poisons are like the germs of disease, coming from no man knows where to work destruction. The war has liberated many ideas. Some are good, some are bad.

Whether the ultimate result will be good or evil, it is clear that for the past three years, international tendencies have been towards dissolution. There is one force which draws together. There is a contrary force which flings apart, and it is the second force which has been operating since the war. Before the war, whatever were their faults and there were many Germany, Russia and Austria were three great countries, each possessing the chief features of modern life. Austria, the once mighty empire, is lying in dismembered parts, and it is by no means certain how how many of those parts will live. Russia lies floundering without a head and torn by internal dissensions. The condition of Germany is obscure. In countries where revolution has not held sway, there has been widespread unrest and disturbance. Everywhere the forces of separation, rebellion and unrest, in other words, the forces that tear apart, have working and Canada has not escaped. Here, too, we have had dissensions, strikes, disputes, hostility to constituted authority, a desire to have everything new, and to put away anything which is not new, an extraordinary amount of ignorant babbling from press and platform and even the pulpit about subjects which have puzzled mankind for centuries and which each of these babblers wish to settle immediately according to his own plan.

What can mend this situation but the contrary influences of moderation, fairness, conciliation and co-operation. What can make for progress except the united effort of moderate-minded men and women, who are not easily swayed by every new theory and yet whose minds are not closed to new ideas, who wish to proceed carefully, to regard the teachings of experience and to build on sure foundations.

There is no use minimizing the problem. Canada has always been a difficult country to govern and in fact to keep together. Its great area, its sparse population, its tendency towards sectionalism, the variety of races, the task of securing and assimilating immigration. all contribute to the difficulty of reconciling the opposing views and of obtaining the assent of the majority to any definite policy which is the chief task of government.

Canada's great areas of agricultural land invite the agriculturist; undiscovered mineral wealth attracts the miner; all our undeveloped resources afford a promising field to the citizens of other countries who find limited scope for their industry and ambition at home. Let us welcome such immigrants and help them to establish themselves. As they prosper their relatives and friends will follow them and as our population grows, land will come under cultivation, the sale of goods will increase and transportation problems will be solved.

On the question of immigration, Canada cannot depend entirely on natural increase of population. But we do not want further unemployment in our industrial centres, hence we require wise immigration laws, in order to secure the benefits of increasing the population while avoiding the chief dangers connected with that policy. So much for the economic side of immigration. There is also a political side. In the past we have not inquired very closely into the political faiths of immigrants, but propaganda advocated in Canada during the last few years requires a change of policy. Immigrants who are not content to live under our type of government and institutions are undesirable. Canadians do not require the immediate advice of immigrants as to how they should either govern themselves or conduct their lives. If immigrants are wise they will, for some years, try to learn, not attempt to teach. If they cannot accept these conditions, they should be kept out, and those now in the country who cannot support our institutions should be permitted and encouraged to go to those countries possessing institutions which they admire.

During the past year the prosperity of previous years has diminished. There has been a falling off in trade, due to many causes. This condition is likely to continue. If that is the situation let us face it. Do present conditions present any great cause for alarm if all put class interests second to the national welfare? Are not basic conditions in Canada sound? Is there any better country to live in just now? Are there not more reasons for gratitude than complaint?

We can at least take comfort from the history of the nations of old. Greece was a little mountainous country and very poor, but she lighted beacons of thought that have burned with a clear flame for twenty centuries. Rome was small city in a country almost destitute of the raw materials for industry and commerce, but she became the centre of a mighty state. Ancient Gaul was originally a small country but out of her came the arts and learnings and industries of the admirable French civilization. The two islands lying off the west coast of Europe were once insignificant but they produced the British Empire. All four are examples of countries who faced odds but prevailed because of the strong and enduring character of their people.

I would rather see Canada the home of a people possessing character with moderate prosperity than a land "where wealth accumulates and men decay." I do not think that the present depression will continue indefinitely. on the contrary, I believe that conditions will improve after a reasonable period of adjustment. But it will require united effort to bring about improvement. The policy of all Canadians during the coming year should be to reduce imports to the lowest possible point, to produce more from the farm, forest, mine, sea and factory and to advance all such production to the highest possible stages, to practice economy, to promote efficiency, and out of our surplus production to increase our exports in order that the maximum amount of labour can be employed; that returns may be secured from invested capital; that our own transportation system and ports can be more fully utilized; that our adverse trade balance may be readjusted; and that our national debt may be reduced.

What we need now are the old-fashioned reliable virtues of courage, cheerfulness and faith. Our forefathers had them when they braved the wilderness. Our soldiers had them when they fought for their country. Let all Canadians, then, exercise these qualities and unite in striving to promote the welfare of our country and to assist her to play a worthy part in the British Empire and in the councils of the nations of the world.

Let us not be dismayed by the magnitude of the task ahead. Let us regard the past with gratitude, the future with confidence born of a conviction that it conceals no difficulties which cannot be conquered, and no problems incapable of solution by the united efforts of all true Canadians.



Thomas Roden

Roden Bros., Limited, Toronto
Re-elected Treasurer.

Entertainment Features Numerous

Hospitality of Quebec People knew no bounds and Delegates and wives were royally entertained

The proverbial hospitality of the Quebec people was much in evidence during the entire convention. The local committees left nothing undone to ensure the success of the meeting from the entertainment standpoint. While, of necessity members of the Association had to stick pretty closely to business during the greater part of the forenoons and afternoons, the ladies of the party was under no such restrictions and an almost continuous program of entertainment was provided for them.

At 5 p.m. on the first day of the convention, the whole party were the guests of the Quebec Board of Trade on a most enjoyable trip by a sight-seeing steamer as far as the famous Quebec Bridge. The weather was delightful and the beautiful scenery along both sides of the River looked at its best. A splendid opportunity was afforded of viewing the great steel framework of the Bridge from a point of view which emphasized its immense and massive character. On the return journey the boat skirted the docks, giving the visitors a good idea of their extent and solid construction.

The evening function on the first day of the convention was a dance in the Chateau. This affair was largely attended and was participated in by both old and young. It gave the delegates a favorable opportunity to get acquainted both with their fellow delegates and the ladies of the party.

On the second day of the convention, the ladies enjoyed a delightful drive to the famous shrine of Ste. Anne de Beaupre, while on the return journey, they were entertained at tea at Kent House near the beautiful Montmorency Falls. In the evening, the presentation to past presidents took on the character of a social function for the ladies were present and at the conclusion of the ceremony refreshments were served.

The oustanding social event of the third day was a reception at Spencerwood, the official residence of the Lieutenant-Governor of Quebec. This took place following the final session of the Convention and practically all the delegates motored out across Battlefields Park to pay their respects to Sir Charles and Lady Fitzpatrick. The charming old house and grounds were thrown open to the visitors and for upwards of an hour, the guests enjoyed themselves chatting on verandah and terrace, partaking of afternoon tea in the spacious dining room or wandering about the grounds. The hospitality of the Lieutenant-Governer and Lady Fitzpatrick was greatly appreciated on this occasion.



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The chair itself, which was the product of Canadian workmen working in a Canadian factory, was a replica of Napoleon's coronation chair. In presenting it to Mayor Samson, Mr. Shaw gave an interesting description of the original and eulogized the memory of Napoleon. A suitable reply was made by Mayor Samson, speaking in English, and by Alderman Martin, speaking in French.

The chair will bear a brass plate with the following inscription in French,—

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A distinguished gathering of public men and prominent citizens of Quebec attended the annual banquet of the Association, which was held in the main dining-room of the Chateau Frontenac no the evening of June 9. His Honor, Sir Charles Fitzpatrick, Lieutenant-Governor of Quebec, was present and seated at the head table were Sir George Foster, Minister of Trade and Commerce; Hon. C. J. Doherty, Minister of Justice; Hon. C. C. Ballantyne, Minister of Marine and Fisheries; Hon. Gideon Robertson, Minister of Labor; James A. Emery, Counsel of National Association of Manufacturers of United States, and a number of the officers of the Association. President-elect W. S. Fisher presided.

After the health of the King had been duly honored, the president presented loving cups to Hon. C. C. Ballantyne, past president, who had been unable to be present at the gathering on the previous night, and to J. S. McKinnon, who had just become a past president a few hours before. Both acknowledged the gift in suitable terms.

Norman Holland, Montreal, then entertained the company with a number of stories and a series of clever skits at the expense of several of the members.

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Among the votes of thanks tendered at the closing Session of the convention none was more deserved than that to Mr. Neale and the staff of the Chateau Frontenac. The hotel people, under the guidance of Mr. Neale, did much to make the sojourn of the delegates in Quebec enjoyable and they left the city with feelings of appreciation of the courteous manner in which they had been looked after.

Norman Holland Raises Laughter

Clever Montrealer introduces Element of Mirth into proceedings at Banquet and Presentations

Quebec Convention owed much in the nature of hilarity to the humorous efforts of Norman Holland, Holland Varnish Co., Montreal. Mr. Holland was not only a good story teller but possessed great cleverness in getting off skits on various members. His first appearance was on the evening of June 8, when he broke into the proceedings following the presentation of loving cups to the ex-presidents. And this is the way he entertained the audience,—

"Will G. D. McKinnon and C. A. Reynolds honor us with their 'faces in front." This is the nature of a little birthday celebration. It just happens that both these strapping boys saw *light* on the same day, namely the eighth of June. *This* particular occasion to-night, like my own birthday, was thrust upon me. No one asked my opinion when I was born and they followed out the same principle to-night. As a result I had to get this stunt up on the spur of the moment, as the little boy said when he sat on a pin. It is not to be expected that everyone will like it, as what is sauce for the goose, is very often embalming fluid for the gander.

"Clarence Arthur Reynolds ,familiarly known as "dad" *happened* on the 8th of June, 1868—53 years ago. He is now general manager of Belding-Corticelli, Ltd., and makes silk threads in spools, skeins, etc. His *spool* of fate was first *unwound* in the city of Waterloo. In other words, it was there he met 'his Waterloo.' Later on, he took up the *thread* of his own existence and gradually *cott-on* to the things of life. As a small boy, he heard the school *Bel-ding* in Stratford and did his best to absorb the three R's. He learned that it was a *long worm* that had no turning, so decided to watch the *silk worm* do it. Many of the good things of life have been *spun* into his web and he has two busy little *spiders* of his own. He has *unravelled* the tangled skein of a big business. The ladies say that a lot of his silk goes to *waist*. His life is *embroidered* with many little *frills*, this convention being a sample.

"George Douglas McKinnon *happened* on the 8th of June, 1874, 47 years ago. He is now general manager of The McKinnon Steel Company and builds all kinds of structural steel work and bridges. I will therfeore ask you to *steel* a few moments from an otherwise pleasant evning and *rivet* your attention on this particular specimen of a girder. His span of life so far has been 47 years, and he *bridged* the time from youth to adolescence without any untoward events. This sometimes happens. He is a 'caisson' (case in) point. Later on, he metal-ittle girl and united her fortunes to his. As a result, he has four little *pier-esses* on his bridge. Good fortune has beamed upon him. He is not a *nut* though he uses them in his business. He never *bolts* from an important issue, but meets it face to face and *hammers* it out to suit his own *specifications*.

"Clarence Arthur Reynolds, I now present you with this *spool*. Let it be a reminder that in time our *thread* must all *run out* and we must account to the Great *Spinner* as to the use we have made of it. May your fortunes ever be as sweet as the candy of which this spool is made.

"George Douglas McKinnon, I present you with this bridge. Let it be a reminder that our *span* of life is limited. May your days not break short, as this candy bridge will before evening is out. May the sunshine only increase the length of your life and not melt it, as would happen to this candy structure."

Mr. Holland "repeated" the following evening at the annual banquet. After relating several amusing stories which caused much merriment, he got off the following clever skits in which a considerable number of the delegates figured,—

J. C. Armer, Dom. Forge & Stamping Co. Always *forging* ahead.
Jas. Arnold, Canadian Foundries & Forgings. A flowery chap interested in *blooms*.
C. E. A. Boswell, National Breweries, Ltd. Full of *pep* (I mean *hops*).
Geo. K. Beddoe, Congoleum Co. (Linoleum, etc.). A business that is always "*under foot*."
H. P. Bull, The Williams Piano Co. Does business of his own *accord*. (a chord).
C. C. Ballantyne, Marine & Fisheries. Deals in "*wet*" goods.
W. R. Breyfogle, DeLaval Milk Separators. Knows where all the cream goes out of our milk.

Gen. Sir Alex. Bertram, "*General*" favorite.
E. H. Bell, American Can Co. They help, if you *can*.
John Burns, P. Burns & Co. (Cattle). A good man to *meat* you.
Frank W. Clark, Gulf Pulp & Paper Co. An industry that needs *Sprucing* up.
T. W. Blake, Union Carbide Co. Makes *light* of his work.
J. R. K. Bristol, Tariff Committee, C. M. A. Is *Bristolbored*. (Board).
L. P. Corbeau, C. H. Catelli Co. (Macaroni). A business that is always *in the soup*.
B. W. Coghlin, B. J. Coghlin Co., Ltd. (Castings). Casts everything but *reflections*.

W. S. Campbell, Montreal Litho Co. Makes a good *impression*.
J. M. Comly, Brunner-Mond Co. (Caustic). A lot of *lie* in his business.
Robt. B. Cairns, Southam Press, Ltd. A *prints* of peace.
David C. Dick, Cobourg Dyeing Co. *Dyes* for a living
J. N. Dupuis, Dupuis Freres, Ltd. *Dry* Goods.
E. J. Davis, Davis Leather Co. Faithful to *his last*.
F. G. Daniels, Dominion Textile, Ltd. A regular Daniels in the Lion's Den.
J. E. Emery. Our American visitor. A wit and *sharpens* his wits on his name.
R. H. Easson, Otto-Higel Co. (Pianos). Has a good *motion*.
Henry Fullerton, Cobourg Matting & Carpet Co. Would go to the *mat* with any man.
J. M. Guindon, St. Louis Preserving Co. Preserves everything but *order*.
J. N. Gunn, McClary Mfg. Co. The *son* of a *Gunn*.
H. V. Greene, Hiram Walker & Sons, Ltd. Always in the best of *spirits*.
Lawford Grant, E. F. Phillips Elec. Works. Interested in *current* events.
F. R. Hodgins, Sidway Mercantile Co. Helps people to *hold their own*. (Baby carriages)
Paul Hebert, St. Lawrence Glove Works. *Hand in glove* with everyone.
Howard Smith, Howard Smith Paper Mills. Makes a product that is all *write*. (note and ledger paper).
F. M. Hayes, Toronto Carpet Co. His goods can't be *beaten*.
W. W. Ingersoll, Dougall Varnish Co. A good *watch* dog.
W. S. Fisher, Enterprise Foundry (stoves, etc.). A *grate* man.
Robt. Hobson, Steel Co. of Canada. Hobson's choice and *also* ours.
Bruce Harvey, Wholesale clothing. A man who *suits* everybody.
H. R. Horton, Canadian Spool Cotton Co. Helps you to *mend* your ways.
Wm. Inglis, John Inglis Co. (Boilers etc.) Their Engine *Boilers* make the locomotive *tender*.
A. E. King, Dunlop Tire Co. His success depends on others *retiring*.
F. W. Knowlton, United Shoe Machinery Co. A business that depends on other people's "*extremities*."
Jas. H. Keen, Fashion Waist & Whitewear Co. A business that goes *absolutely* to *waist*.
A. E. Labelle, St. Lawrence Flour Mills. In business because *other* people *knead* his dough.

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Clever Montrealer introduces Element of Mirth into proceedings at Banquet and Presentations

Quebec Convention owed much in the nature of hilarity to the humorous efforts of Norman Holland, Holland Varnish Co., Montreal. Mr. Holland was not only a good story teller but possessed great cleverness in getting off skits on various members. His first appearance was on the evening of June 8, when he broke into the proceedings following the presentation of loving cups to the ex-presidents. And this is the way he entertained the audience,—

"Will G. D. McKinnon and C. A. Reynolds honor us with their 'faces in front." This is the nature of a little birthday celebration. It just happens that both these strapping boys saw *light* on the same day, namely the eighth of June. *This* particular occasion to-night, like my own birthday, was thrust upon me. No one asked my opinion when I was born and they followed out the same principle to-night. As a result I had to get this stunt up on the spur of the moment, as the little boy said when he sat on a pin. It is not to be expected that everyone will like it, as what is sauce for the goose, is very often embalming fluid for the gander.

"Clarence Arthur Reynolds ,familiarly known as "dad" *happened* on the 8th of June, 1868—53 years ago. He is now general manager of Belding-Corticelli, Ltd., and makes silk threads in spools, skeins, etc. His *spool* of fate was first *unwound* in the city of Waterloo. In other words, it was there he met 'his Waterloo.' Later on, he took up the *thread* of his own existence and gradually *cott-on* to the things of life. As a small boy, he heard the school *Bel-ding* in Stratford and did his best to absorb the three R's. He learned that it was a *long worm* that had no turning, so decided to watch the *silk worm* do it. Many of the good things of life have been *spun* into his web and he has two busy little *spiders* of his own. He has *unravelled* the tangled skein of a big business. The ladies say that a lot of his silk goes to *waist*. His life is *embroidered* with many little *frills*, this convention being a sample.

"George Douglas McKinnon *happened* on the 8th of June, 1874, 47 years ago. He is now general manager of The McKinnon Steel Company and builds all kinds of structural steel work and bridges. I will therfeore ask you to *steel* a few moments from an otherwise pleasant evning and *rivet* your attention on this particular specimen of a girder. His span of life so far has been 47 years, and he *bridged* the time from youth to adolescence without any untoward events. This sometimes happens. He is a 'caisson' (case in) point. Later on, he metal-ittle girl and united her fortunes to his. As a result, he has four little *pier-esses* on his bridge. Good fortune has beamed upon him. He is not a *nut* though he uses them in his business. He never *bolts* from an important issue, but meets it face to face and *hammers* it out to suit his own *specifications*.

"Clarence Arthur Reynolds, I now present you with this *spool*. Let it be a reminder that in time our *thread* must all *run out* and we must account to the Great *Spinner* as to the use we have made of it. May your fortunes ever be as sweet as the candy of which this spool is made.

"George Douglas McKinnon, I present you with this bridge. Let it be a reminder that our *span* of life is limited. May your days not break short, as this candy bridge will before evening is out. May the sunshine only increase the length of your life and not melt it, as would happen to this candy structure."

Mr. Holland "repeated" the following evening at the annual banquet. After relating several amusing stories which caused much merriment, he got off the following clever skits in which a considerable number of the delegates figured,—

J. C. Armer, Dom. Forge & Stamping Co. Always *forging* ahead.
Jas. Arnold, Canadian Foundries & Forgings. A flowery chap interested in *blooms*.
C. E. A. Boswell, National Breweries, Ltd. Full of *pep* (I mean *hops*).
Geo. K. Beddoe, Congoleum Co. (Linoleum, etc.). A business that is always "*under foot*."
H. P. Bull, The Williams Piano Co. Does business of his own *accord*. (a chord).
C. C. Ballantyne, Marine & Fisheries. Deals in "*wet*" goods.
W. R. Breyfogle, DeLaval Milk Separators. Knows where all the cream goes out of our milk.

Gen. Sir Alex. Bertram, "*General*" favorite.
E. H. Bell, American Can Co. They help, if you *can*.
John Burns, P. Burns & Co. (Cattle). A good man to *meat* you.
Frank W. Clark, Gulf Pulp & Paper Co. An industry that needs *Sprucing* up.
T. W. Blake, Union Carbide Co. Makes *light* of his work.
J. R. K. Bristol, Tariff Committee, C. M. A. Is *Bristolbored*. (Board).
L. P. Corbeau, C. H. Catelli Co. (Macaroni). A business that is always *in the soup*.
B. W. Coghlin, B. J. Coghlin Co., Ltd. (Castings). Casts everything but *reflections*.

W. S. Campbell, Montreal Litho Co. Makes a good *impression*.
J. M. Comly, Brunner-Mond Co. (Caustic). A lot of *lie* in his business.
Robt. B. Cairns, Southam Press, Ltd. A *prints* of peace.
David C. Dick, Cobourg Dyeing Co. *Dyes* for a living
J. N. Dupuis, Dupuis Freres, Ltd. *Dry* Goods.
E. J. Davis, Davis Leather Co. Faithful to *his last*.
F. G. Daniels, Dominion Textile, Ltd. A regular Daniels in the Lion's Den.
J. E. Emery. Our American visitor. A wit and *sharpens* his wits on his name.
R. H. Easson, Otto-Higel Co. (Pianos). Has a good *motion*.
Henry Fullerton, Cobourg Matting & Carpet Co. Would go to the *mat* with any man.
J. M. Guindon, St. Louis Preserving Co. Preserves everything but *order*.
J. N. Gunn, McClary Mfg. Co. The *son* of a *Gunn*.
H. V. Greene, Hiram Walker & Sons, Ltd. Always in the best of *spirits*.
Lawford Grant, E. F. Phillips Elec. Works. Interested in *current* events.
F. R. Hodgins, Sidway Mercantile Co. Helps people to *hold their own*. (Baby carriages)
Paul Hebert, St. Lawrence Glove Works. *Hand in glove* with everyone.
Howard Smith, Howard Smith Paper Mills. Makes a product that is all *write*. (note and ledger paper).
F. M. Hayes, Toronto Carpet Co. His goods can't be *beaten*.
W. W. Ingersoll, Dougall Varnish Co. A good *watch* dog.
W. S. Fisher, Enterprise Foundry (stoves, etc.). A *grate* man.
Robt. Hobson, Steel Co. of Canada. Hobson's choice and *also* ours.
Bruce Harvey, Wholesale clothing. A man who *suits* everybody.
H. R. Horton, Canadian Spool Cotton Co. Helps you to *mend* your ways.
Wm. Inglis, John Inglis Co. (Boilers etc.) Their Engine *Boilers* make the locomotive *tender*.
A. E. King, Dunlop Tire Co. His success depends on others *retiring*.
F. W. Knowlton, United Shoe Machinery Co. A business that depends on other people's "*extremities*."
Jas. H. Keen, Fashion Waist & Whitewear Co. A business that goes *absolutely* to *waist*.
A. E. Labelle, St. Lawrence Flour Mills. In business because *other* people *knead* his dough.

C. J. Laframboise, Casavant Freres, Organs, etc. A man of *note.*
J. H. Larocque, West Disinfecting Co. Does business for a *scent.*
K. S. MacKinnon, Millinery. A business that goes *to the head.*
J. A. McMahon, Union Drawn Steel Co. Not an artist, but *draws* for a living.
J. B. McArthur, Eclipse Whitewear Co. (underwear). Covers a multitude of *shins.*
W. F. Morgan Dean, Toledo Scale Co. A man of devious *weighs.*
P. A. Nadeau, Canadian Spice Mills. A *hot* proposition.
Philippe Paradis Asbestos Mfg. Co. Not a *burning* question.
J. J. O'Flatherty, Quebec Chronicle. *Manufactures* news.
J. D. Palmer, Hartt Boot & Shoe Co. An expert in *vamps.*
S. R. Parsons, British American Oil Co. Deals in *gas*-o-line.
Thos. Roden, Roden Bros. (Jewelers). Makes a specialty of *ringing belles.*
S. R. Ryder, Moto Meter Co. A *rising* business.
Jean Rolland, (Henri Rolland) Rolland Paper Co. *Superfine* men.
Ernest E. Ross, Parisian Corset Co. A business that is always in *excellent shape.*
J. H. Sherrard, Simmons, Ltd. (Beds & bedding). Never dry, has a *spring* in his business.
Geo. W. Sadlei, Leather Belting. Tans hide, used to have his *hide tanned.*
J. R. Shaw, Canada Furniture Co. A *chairful* man.
F .W. Stewart, Cluett, Peabody Co. (Arrow Collars). Gets it in the *neck.*
F. J. Wolfe, Imperial *Oil* Co. *Smooth* talker.
Geo. Watson, H. J. Heinz Co. Even Heinz started with *one* pickle.

Resolution of Thanks

RESOLVED that the Canadian Manufacturers' Association, in Annual Meeting assembled in Quebec, June 9th, 1921, tender its hearty thanks:

1. To His Honour, the Lieutenant-Governor of Quebec for the generous hospitality so kindly extended to our members.

2. To the Premier and other members of the Cabinet of the Province of Quebec for their kindly welcome.

3. To His Worship, the Mayor of Quebec for the kind hospitality extended by the City.

4. To the President, Officers and Members of the Quebec Board of Trade for their kindly welcome and hospitality.

5. To the Rotary, Kiwanis Clubs and Quebec Board of Trade for the delightful entertainment they have tendered to the ladies attending the Annual Meeting.

6. To the Quebec Golf Club for extending the privileges of membership.

7. To the Transportation Companies which have provided such excellent service.

8. To Mr. Neale, Manager of the Chateau Frontenac, and his staff for the consideration shown for the comfort of the delegates.

9. To the Canadian Press, Limited, for the careful preliminary arrangements made in regard to the distribution of our reports.

10. To the Press of Quebec for the full and impartial manner in which they have reported the proceedings of the Annual Meeting.

11. To the Chairman, Officers and Members of the Quebec Division and the Quebec Branch for their kindly welcome, generous entertainment and for the excellent arrangements that have contributed so much to the success of this Annual Meeting.

The Saguenay Trip

Over one hundred who attended the annual meeting took the special trip down the St. Lawrence River and up the Saguenay River, leaving Quebec early on the morning of June 10th., on the Canada Steamship Lines Steamer "SAGUENAY."

The weather conditions were good and the trip was delightful. The steamer stopped for half an hour at Murray Bay, and allowed the passengers to land. Fortunately the weather was clear during the trip on the Saguenay River. Consequently it was possible to get a good view of all the picturesque villages dotting its banks.

On the evening of the first day, an excellent though impromptu concert was given under the able direction of Mr. Sam Harris of Toronto.

The boat proceeded as far as "Ha-Ha Bay", where the party received a most friendly reception. As the boat neared Quebec, on the return journey, W. S. Fisher, of St. John, New Brunswick, President-elect, gave a message to the press representatives who were on board, dealing with industrial conditions and urging the necessity for co-operation among all Canadians to solve the difficult problems with which the country is confronted, followed by a few words from John R. Shaw, of Woodstock, Ontario, who emphasized the necessity of maintaining a protective tariff in order to develop the national resources of Canada.

Recent Bulletins

Record of bulletins issued by various departments of the Association.

311. May 28th, 1921—Protection against spurious cartage agents securing possession of freight. Issued by Transportation Department.

312. June 1, 1921—Re Sales Tax, an explanatory circular giving amended wording of resolution respecting tax. Issued by Tariff Department.

313. June 2, 1921—Industrial Relations Department Bulletin, asking members to give Department benefit of their views.

314. June 15, 1921—Legislation respecting marking of goods, giving copy of provision requiring imported goods to be marked, where practicable, with name of country of origin. Issued by Tariff Department.

315. June 30, 1921—Rule 24, Canadian Freight Classification 16, asking for information from members regarding the working of this Rule. Issued by Transportation Department.

316. June 30, 1921.—Holland's International Industries Fair, giving information about this Exhibition. Issued by Commercial Intelligence Department.

317. June 28, 1921.—Important changes in Customs Act of Canada, giving the amendments made at the last session of Parliament. Issued by Tariff Department.

An Interesting Exhibit

A centre of interest in the convention hall at the Chateau Frontenac during the course of the annual meeting was the booth erected by the Howard Smith Paper Mills, Limited, and containing an exhibit both of the process of manufacture of high grade papers and the product of the manufacture itself. This display was a great success, for it was visited and examined by nearly every one attending the convention. The attendants in charge answered numerous questions and supplied a great deal of information about the industry.

There were shown samples of the raw materials entering into the paper. Then a series of photographs gave visitors a good idea of the process of manufacture. Examples of the uses to which paper is put completed the round from producer to consumer.

It was the company's idea to show the members of the C. M. A. that high grade paper is being made in Canada and to give them some idea of the process of manufacture. They also make the suggestion that other manufacturers might follow suit and show at future conventions the different methods of manufacturing.

The Readjustment Period and How It Can Best Be Weathered by Canada

By JOHN F. ELLIS

Barber-Ellis, Limited, Toronto

Mr. John F. Ellis, Barber-Ellis, Ltd., Toronto, ex-president, ex-treasurer, and the only life member of the association has been a member of this organization since 1878. As a student of tariff questions, in addition to life experience as a manufacturer, Mr. Ellis is highly qualified to express an opinion on present industrial problems. He prepared the following statement which he intended to present to the annual meeting but was unfortunately prevented from attending. This statement is published in full in this number of Industrial Canada and the attention of the members is respectfully directed to it.

—The Editor.

Condemned as profiteers re presented as selfish elements whose only concern was to make monty by taking every possible advantage of the tariff, given only the scantiest recognition for their great war services, criticized in press and Parliament and on the platform, Canadian manufacturers have passed through difficult years and only with adversity are they securing fairer judgment. It is now more generally recognised that while there may have been instances of excessive profits, while some individuals may have taken advantage of peculiar circumstances, industrial Canada behaved with patriotism and decent regard for business ethics and fair practice both throughout the period of the war and in the first years of reconstruction. It is seen that the profits of prosperous years have in too many instances been absorbed in the shock of declining prices, that Government taxation and regulations have placed a tax upon industrial communities which bear such a great part of national financial burdens that is with difficulty that existing obligations are met and industrial activities still continued. It is no secret that many firms which showed splendid balances a year ago are now operating their factories at a loss. There is complaint of wage reductions but reductions generally have been made in conference with labor and it is no exaggeration to say that numerous factories are operating to-day only out of sheer consideration for labor; the employers hoping that with the stabilization of prices there will be a renewal of activity and a revival of business which will correct the losses of the present.

Effect of Adversity.

The present touch of adversity has done more to secure decent consideration for the national services of industrial Canada and fair recognition of its problems and reponsibilities than all the years of prosperity. Now that the public is judging us with a fairer mind it is perhaps prepared to pay more attention to the industrial and economic movements in other countries. All over the world there is a pronounced international movement towards increased protection. Even Free Trade England is protecting key industries and taking special measures against dumping. Canada is the only country in the world where there is any pronounced agitation for lower tariffs, reciprocity and free trade. Australia is pursuing a vigorous industrial policy, urging patriotic support of the home market and taking special measures to stimulate immigration. We need the same spirit here. If the Dominion is to pass without excessive hardship through the present period of readjustment there must be national recognition of the necessity for home market development, of the urgent need for an adequate tariff to protect industrial communities against the competition not only of the United States but of countries which enjoy particular exchange advantages. There must be increased efforts to develop export trade. Since the armistice Canadian manufacturers have spent more money endeavoring to develop export trade than in any ten years previous to the war. These manufacturers are to be congratulated and deserve public appreciation. It is to be hoped they will redouble their efforts. The truth is that Canada is in urgent need of increased trade to restore the trade balance, of a strong "Made in Canada" movement to maintain industrial operations and insure the continuous employment of Canadians and of at least the present, if not a higher, tariff to protect industrial communities against dumping and low-exchange competition. There is a parallel to the present situation which seems to have largely escaped public attention, that is the remarkable similarity between the economic problems of reconstruction in the United States from the spring of 1865 onward and those of Canada after November, 1918.

The U. S. Experience.

Public finance was one of the most serious concerns of the Northern Government during the four years of the Civil War. In 1860 the public debt of the United States, less cash in the Treasury, was less than $60,000,000. In the financial year 1859-60 customs duties represented approximately 95 per cent of the Federal revenue. The Government had no experience in large financing operations, such as were necessitated by Civil War exigencies, nor were the people of the United States educated to the purchase of public securities. From 1832 to 1860 the tariff policy of the Republic had been vacillating. The full effect of the tariff reductions in 1846 was not felt immediately, by reason of exceptional conditions obtaining in Europe and in America, but when these conditions came to an end the industries of the United States were subjected to destructive competition from Europe. The tariff of March 3, 1857, which lowered many duties and enlarged the free list, was followed by a sharp commercial and banking panic which, we are told, "almost paralyzed manufacturers." It would be unfair to hold the tariff changes wholly responsible; the panic apparently was caused in part by conditions very similar to those which resulted in business depression in Canada in the early months of 1914. Like Canada, the United States had undergone an exceedingly rapid industrial development, accompanied by railroad construction out of proportion to immediate needs and by important development of mineral and other natural resources. Nevertheless the tariff reduction seriously complicated the economic distress resulting from more or less uncontrollable causes.

Financing Civil War.

The United States Treasury was in difficulties even before the Civil War started. The early part of the struggle was financed very largely by public borrowings. It was not until 1862 that a serious effort was made to deal with the problem of taxation on anything like the scale which was required by the Government's needs. The Internal Revenue Act of July 1, 1862, imposed many additional taxes, including special levies on beverages and tobacco; license fees covering practically all occupations and trades, and applying even to retail merchants; taxes on most products and manufactures, ranging from 1 mill to $10 specific or 3 to 5 per cent ad valorem, special taxation of auction sales, carriages, yachts, billiard tables, plate, slaughtered cattle, hogs and sheep, railroads, steamboats, ferry boats, railroad bonds, banks, insurance companies and advertisements. This measure provided also for income and inheritance taxes and an extended list of stamp duties. On July 14, 1862, the tariff was increased, with a view to compensating temporarily for the new internal taxes.

In June, 1864, the internal revenue taxes were greatly increased until their

yield became twice as large as that from customs duties. We are told that nothing was omitted, from the raw product to the finished commodity." The tariff of June 30, 1864, compensated for the added internal revenue taxes, but provided as well a substantial increase in protection for domestic industries. The average rate on dutiable commodities was increased from 37.2 per cent under the Act of 1862 to 47 per cent. As an example of this increase in rates, the duty on woollen manufactures was increased from 12 cents per pound, plus 25 per cent, under the Morrill Tariff of 1861, to 24 cents per pound and 40 per cent in 1864. As a result of the internal



John F. Ellis

revenue levies and the increase in customs duties, tax receipts for 1865-66 were nearly $500,000,000— as much as in the eight years preceeding the war. The income tax, first imposed on August 5, 1861, at 3 per cent on the excess of all incomes over $800 per annum, was increased in 1862 and again in 1865 until incomes between $600 and $5,000 were taxed at 5 per cent and those above $5,000 at 10 per cent. The demand for the agricultural and manufactured products of those portions of the country apart from the area of actual warfare was very great and pre-war development and war-time prosperity enabled the exceptionally heavy taxes to be borne without great difficulty.

In the spring of 1865, after hostilities were over, the principal problems of economic reconstruction were as follows:

1. Proper reorganization of the National Debt which stood at $2,674,815,857 on July 1, 1865.
2. Revision of the tax system.
3. Restoration of an effective gold standard.
4. Protection of domestic industry from destructive competition from abroad after the abnormal development resulting from war conditions.

Let us see how these problems were dealt with in turn.

The National Debt was re-organized under the Refunding Act of 1870 and supplementary legislation in 1873 and 1875. Moreover, the interest and principal on such debt was paid in gold and not in depreciated paper money.

An early start was made in reduction of the internal revenue duties. On July 13, 1866, the Government repealed the tax on coal and pig iron and lowered the levies on manufactured products, and gross receipts. This one bill cancelled taxes which had yielded revenue in a single year of $45,000,000. On March 2, 1867, the rate on cotton was reduced and the taxes on a considerable number of manufactured products were repealed, while the exemption on income was raised from $600 to $1,000. The Government also abolished the taxes on gross receipts, advertisements and toll roads. In February of the following year the tax on cotton was repealed. In March, the Government finally removed all taxes on goods, wares, and manufactures, except those on gas, illuminating oil, tobacco, liquors and banks, and articles upon which the tax was collected by means of stamps. In July, the tax on distilled spirits was reduced from $2 to 50 cents per gallon. In 1870 the internal revenue taxes were still further reduced. The income tax was continued until 1872, but with a rate reduced to 2½ per cent upon incomes in excess of $2,000 the exemption having been increased. The tax on manufacturers, which in 1865-66 yielded more than $127,000,000, had been so far withdrawn or reduced that in 1869-70 the revenue from this source was only $3,000,000. Stamp taxes on matches, bank cheques, bank notes, perfumeries and patent medicines were finally abolished in 1883. We have seen how internal taxes were resorted to as a source of emergency revenue. Customs revenue in 1864-65 represented only 28.7 per cent of the total taxation revenue of the Government. As a result of abandonment of the internal taxes the proportion of the revenue derived from customs was increased to 91.4 per cent. by 1873-74 and import duties were again recognized as the main dependance of the Federal Treasury under peace conditions.

At the close of the Civil War the balance of trade was running strongly against the United States. In 1865-66 imports of merchandise were valued at $434,812,066, while exports of domestic merchandise represented a value only of $337,518,102. It was recognised that the problem of resumption of specie payments in very large measure was a trade problem. As long as the trade balance was adverse, the return to an effective gold standard was impossible. By relieving domestic industries of crippling taxation and by maintaining adequate protection, production at home was greatly stimulated and before the end of 1878 the Government had accumulated a large reserve of gold and specie payments were resumed.

The effective protection to domestic internal revenue duties, without at the Industries was increased by repeal of the same time lowering the tariff. Indeed, the tariff duties were actually increased in a number of instances and protectionist sentiment was strongly reinforced by the depression of 1873.

As a result of abundant revenue, some reduction in tariff duties was made in July, 1870, but principally on articles in which domestic industry had little interest, such as tea, coffee, wine, sugar, molasses and spices. The plethora of revenue in the Treasury continuing beyond requirements, a 10 per cent horizontal reduction in tariff duties was made in 1872. The duties on tea and coffee were abolished and some special reductions of duties were made as in the case of salt and coal. The free list of raw materials also was extended. After the panic of 1873, the revenue fell off sharply, however, and the horizontal reduction was repealed in 1875. Even in the tariff revision of 1883 duties were advanced on protected articles, in cases

where importations continued in considerable volume.

In some respects Canada is now in a better relative position than was the United States to deal with the problem of reconstruction and in some respects our position is not as good. Our territory, of course, has escaped the ravages of actual warfare. The population of the United States in 1865 was approximately 35,000,000. That of Canada is less than 9,000,000. At the conclusion of the war the United States had a public debt of approximately $2,675,000,000, or a per capita debt of $76.98 as compared with $1.91 in 1861. Canada's net debt at the end of March, 1921, was officially reported as $2,311,294,444, or a per capita average debt of approximately $260. Before the war our net debt was only about $336,000,000. Canada's national debt is in much better form than was the debt of the United States; indeed, throughout the recent war period the administration of Canada's public financing has been in striking contrast to the vacillating financial administration of the United States during the Civil War. The wealth of Canada in 1914 was estimated at only slightly more than the wealth of the United States at the beginning of the Civil War, so that the burden of the war debt is proportionately much heavier on this country.

Taxation in Canada.

Although Federal taxation in Canada is in a somewhat different form than the taxes in the United States during and immediately after the Civil War, nevertheless the sales tax, income tax, excise and internal revenue taxes appear to represent a much heavier burden in Canada than did even the highest war taxes in the United States. It must be remembered, too, that provincial and municipal taxes in Canada are much higher than were the State and local taxes in the United States in the decade 1860-70.

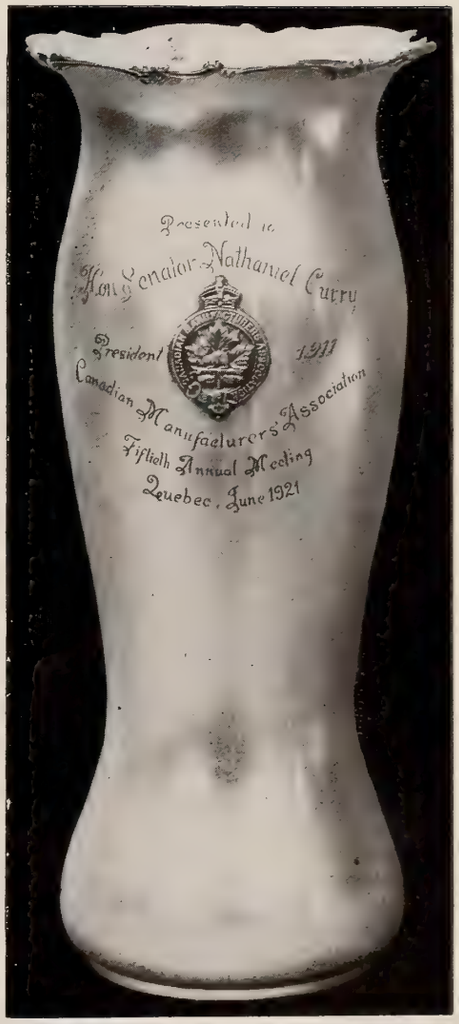
Canada, like the United States, is faced with the problem of a return to an effective gold standard. Exportation of gold from this country has been prohibited except under special license and to some extent this disguises the fact that our currency is depreciated. Nevertheless this country cannot restore the gold standard under present conditions, because the excess of our current liabilities abroad over and above our receipts from abroad would drain our gold stock in a few months' time. The problem of a restoration of the gold standard is essentially a trade problem and can be solved only by a curtailment of imports or an increase in exports. Due to the more able war-time financial administration of this country and in large measure also to the greater strength and efficiency of our banking system as compared with the system of State banks which existed in the United States prior to the passage of the National Banks Acts of 1863 and 1864, the depreciation of Canada's currency in relation to gold is nothing like as great as was the depreciation of the "greenbacks" in the United States. None the less, the present exchange situation involves a menace to Canada to which the United States never was subjected. The depreciation of the "Greenbacks" was such as to discourage imports into the United States, to promote industrial development at home and to encourage exports to practically all other countries of the world. Similarly the exchange situation now tends to discourage imports into Canada from the United States, but it also operates strongly to encourage imports from all European countries.

Average Duties.

In 1861 the average ad valorem rate of duty on all goods imported into the United States was 14.21 per cent. This average was steadily increased to 28.28 per cent in 1863, 38.46 per cent in 1865, and 46.49 per cent in 1868. On the other hand, the average ad valorem rate of duty on imports into Canada was lower for the last fiscal year than it has been for any previous year since 1878. For 1889-90 the average was 21.4 per cent.; in 1909-10, 16.5 per cent and in 1913-14, 17.3 per cent. By reason of the addition of the war tax in 1915, the average ad valorem rate, including war tax, increased to 20.5 per cent in 1914-15, but as a result of tariff changes the average has been steadily declining since that time. The war tax was removed in part in June, 1919, and last year was taken off entirely. As a result, the average ad valorem rate of duty on dutiable imports has declined to 14.5 per cent for the year ended March 31, 1921. This reduction ought to be considered in connection with the problem of restoring an effective gold standard of value in this country, and we cannot afford to overlook the fact that the only way in which the exchange depreciation of the Canadian dollar can be permanently overcome is by a curtailment of imports or an expansion of our export trade.

Higher Protection.

During the recent war, as was the case in the United States during the Civil War, the Canadian Government had to turn to direct internal taxation to provide a substantial part of revenue requirements. But at the conclusion of the Civil War the United States speedily returned to dependance upon import duties as the mainstay of its Federal revenue system. Internal taxation was rapidly reduced. Import duties provided the Government with ample revenue to meet all requirements. The currency of the country was put upon a stable basis. All debt obligations were paid in gold. In addition a great industrial development was promoted. Canada is confronted with problems at least as difficult as those which faced the United States in 1865, and some of our national problems are much more difficult. Yet this country is being urged to continue to depend to a very large extent on a direct internal taxation. Such advice is being tendered in the face of a world-wide movement towards higher protection for home industries, a movement which, together with the exchange situation, makes it impossible for Canada to hope for any large and immediate expansion of the export trade. Theorists who would introduce radical tariff reductions, establish reciprocity with the United States, increase the British preference to 50 per cent and generally experiment with the established economic policy of the Dominion, will do well to study the success of the financial and economic policies that characterized the United States during the reconstruction period after the Civil War. The national position is too serious for tinkering. There is an intimate economic relationship between agriculture and industry, and to destroy Canadian industrial stability, aggravate unemployment and encourage want and distress in industrial communities is to injure the farmers' home market, reduce farm values and destroy agricultural prosperity.



One of the Silver Loving Cups presented to the Past Presidents of the Association to commemorate the Fiftieth Annual Meeting

Final Proceedings of the 1921 Session of Parliament Reviewed

By INDUSTRIAL CANADA'S SPECIAL CORRESPONDDNT

The Fifth Session of the Thirteenth Parliament of Canada ended at 6.30 p.m. on June 4th. After giving royal assent to a large number of comparatively unimportant bills, His Excellency the Governor General delivered his prorogation address, referring to the commercial trade agreements with France and the British West Indies, and to the legislation passed in consequence of Canada's adherence to the League of Nations, which included an act defining Canadian nationals, and the authorization and ratification of the protocol accepting the statute for a permanent court of international justice. His Excellency likewise referred to Dominion legislation declaring certain works in connection with the Lake of the Woods water supply to be for the general advantage of Canada, such legislation having been necessary through the failure of the Ontario Government to legislate on this subject. Comment was made on amendments to the pensions, insurance and re-establishment of ex-service men acts. The claim was advanced that the act regulating the grading of dairy products will result in more systematic and satisfactory marketing of Canadian butter and cheese with better results to both producer and consumer. The speech stated that the abolition of the Commission of Conservation, and the division of the Commission's work amongst the various appropriate departments of the Government, will result in a reduction of public expenditure. In referring to the National Railways, reference was made to the act by which the Government has taken possession and control of the Grand Trunk Railway System, and has revived arbitration proceedings to ascertain the value of the stock.

The bill passed by the House of Commons in connection with the establishment of a Research Council was rejected by the Senate on the ground that national conditions require at the moment the strictest kind of economy.

The bill introduced by the Minister of Agriculture permitting for an indefinite period, the manufacture and importation of oleomargarine was amended in committee so that this extension applies only until March 31, 1923; the practical effect of the committee change will be that importations will be continued of oleomargarine which should be made in Canada, as no concern is likely to invest money either in the establishment or extension of plants when the right to operate same depends upon yearly legislation.

The Department of Labour receives weekly from about 5,300 of the largest employers of labour in Canada, reports of the number of employees at work from week to week. The following table shows gain or loss in the number of employees each week since October 23rd last:

October	23 - 7,264	February	12 - 2,382
"	30 - 2,688	"	19 - 2,268
November	6 - 7,044	"	26 - 3,709
"	13 - 4,812	March	5 - 4,261
"	20 - 7,682	"	12 - 4,152
"	27 - 8,637	"	19 - 2,867
December	4 -10,359	"	26 - 6,100
"	11 - 9,490	April	2 -13,396
"	18 -12,376	"	9 - 8,357
"	25 -17,432	"	16 - 2,964
January	1 -45,226	"	23 - 3,032
"	8 - 2,883	"	30 -10,354
"	15 -12,307	May	7 -12,961
"	22 -2,349	"	14 - 3,768
"	29 - 242	"	21 - 3,792
February	5 -- 2,800	"	28 - 7,193

To possibly a greater extent than heretofore, different subjects have been referred to special committees for investigation. A special committee under the chairmanship of Dr. Steele, M. P., appointed to inquire into matters pertaining to the future fuel supply of Canada, held 28 sessions, and examined 37 witnesses, covering in their investigation the resources, production, importation, distribution and transportation of industrial and domestic fuel, paying particular attention to water power, electricity, peat, coke, gas, oil shales and other coal substitutes. Representatives were heard from the Governments of Alberta, New Brunswick and Nova Scotia, and witnesses on behalf of the coal operators of Nova Scotia, Alberta and British Columbia; evidence was likewise received from the labour unions of Nova Scotia. The Committee in its final report points out that the Maritime Provinces, British Columbia and Alberta, owing to their enormous reserves of coal, have hitherto experienced little if any scarcity of fuel, and that Saskatchewan and Manitoba are gradually using more and more Alberta coal, and likewise by mining and briquetting, developing their own resources, but that Quebec, which in 1915 obtained 2,048,222 tons from Nova Scotia had, owing to scarcity of shipping brought about by the War, dropped in her purchases of Maritime coal in 1920 to 386,022 tons, the balance being obtained from the United States, and that Ontario is almost entirely dependent upon the United States for her coal supply, and would consequently likely experience serious results should a prolonged strike or other unforseen circumstances interfere with the importations from that country. The Committee recommends the appointment of a Dominion fuel official, clothed with the necesary authority to inquire into all phases of the fuel situation, and with suficient power to enable him to cope with any emergency which may arise; development to the greatest possible extent of water power to supply hydro electric energy to industrial plants; electrification of railways which cannot be economically served by Canadian coal; greatest possible reduction of water transportation charges on coal; encouragement of use of domestic coal and coal substitutes instead of imported anthracite; reduction of coal freight rates in early season to encourage the early purchase of Winter supply so solving some of the transportation difficulties; manufacture at suitable Quebec, Ontario and Manitoba points of coke from Canadian coal, to be used as domestic fuel, and a general publicity campaign for the encouragement of the use of Canadian coal wherever possible. The committee points out that the suggested Dominion official, if appointed, should complete the investigation commenced by the committee into the question of grading, inspection and storage of coal, and the distribution of cars for the purpose of fuel transportation.

The select standing committee on Canadian National Railways and Shipping, of which the Hon. S. C. Mewburn was Chairman, held 22 meetings and examined under oath the chief executive and operating officers of the Canadian National Railways and Shipping, two officers of the C. P. R., and three representatives of private shipping interests. The committee was directed to inquire into when and by what method, and what class of information should be furnished Parliament regarding the operation of the Canadian National Railways; what system of auditing should be adopted and what improvement if any could be made in the general scheme of management and whether the select standing committee should be continued, and if so for what purpose. In its final report the committee points out that having started its labours late in the session, it has been unable to fully and properly investigate the questions referred to it, and that any decision expressed by one committee would be of litle value unless a thorough investigation had been made into the methods pursued by other corporations carrying on similar activities, and that therefore the committee should be re-appointed at

an early period of the next session of Parliament with a view to completing and reporting during that session upon the questions submitted to it for investigation.

Proportional Representation

The special committee under the chairmanship of Mr. Sexsmith, M. P., appointed to consider proportional representation and the subject of the single transferable or preferential vote, held numerous meetings and reported that it was not prepared to recommend the application of proportional representation in the next Dominion General Election, but that as a result of the arguments advanced by the advocates of the system, the committee believe that further study and investigation should be given to the question by the Canadian people, and that before the adoption of the principal of proportional representation in group constituencies, the question should be referred by plebiscite to the electorate. The committee reports that in any constituency where not more than two candidates are nominated, the present single vote system meets the purpose intended, but that in constituencies where more than two candidates present themselves, the elected candidate under the existing system may have the confidence of only a minority of the electorate, and that the alternative vote is therefore advisable in constituencies where more than two candidates are nominated. Under the alternative vote system, instead of marking a cross opposite the name for which he desires to vote, the elector would place the figures 1 and 2 after the names of his first and second choices. If, upon the counting of the ballots,it was found that a majority of those voting had placed the figure 1 after the name of one of the candidates, then that candidate would be declared elected; should it however, be found that none of the candidates had received an absolute majority, then in such event the candidate receiving the lowest number of first choices would be dropped and the second choices expressed on his voting papers be transferred to those indicated on such ballots. The procedure of dropping the candidate having the lowest number of votes after each count would be continued until but two candidates remained, when the candidate having the greatest number of votes of thise two would be declared elected. Needless to say none of these expressions of opinion have any effect unless the requisite legislation is enacted.

Unemployment

The special Senate committee on unemployment heard evidence from the Labor Unions, the Canadian Manufacturers Association, and the Bankers Association and the Labour Department, but owing to the shortness of time between the appointing of the committee and the prorogation of Parliament, the committee were unable to draw conclusions or make suggestions, and therefore reported to the Senate that at next session they should be empowered to continue their inquiry to the extent which conditions then justify. This report was adopted by the Senate on the closing day of the sessions.

Maritime Delegation

On June 1st a delegation of 45 representatives from the Maritime Provinces' accompanied by the Maritime members of Parliament and Senators, interviewed the Cabinet and requested that the differentials enforced prior to 1916 be restored and that the operation of the Intercolonial be kept a separate entity and controlled and managed from Moncton. The case on behalf of the Maritime Provinces was placed before the Cabinet by Messrs. Finn and Logan from Nova Scotia, and Messrs. Rand, McLellan and Fisher from New Brunswick. Premier Bell of Prince Edward Island, who accompanied the delegation, while he did not speak, was in accord with all the representations made. Mr. Fisher pointed out that under the present rates it was impossible for the Maritime Provinces to compete in the markets of Western Canada against Quebec and Ontario manufacturers. The Government promised the usual careful consideration to the representations made.

Technical Graduates

Some time ago Montreal Branch, C. M. A., agreed to do what it could to place the graduates of the Montreal Technical School each year. The Branch recently received a list of the 1921 graduates and has asked **Industrial Canada** to publish their names. Any manufacturer wishing to get in touch with any of these young men should make application to the Montreal office of the Association. The list is as follows,—

Name.	Course Taken	Class of Work Desired.
E. Davis	Mechanical	Machinist or Drafting.
J. Dorning	Mechanical	Drafting—Machine Shop.
R. Rodgers	Mechanical	Drafting—Machine Shop.
A. Goyette	Electrical	Assistant operator power plant, drafting, punch and dies.
J. Bloomberg	Mechanical	Machinist or Drafting Sales.
R. Guimond	Electrical	Drafting or Practical Work.
H. Sontheim	Mechanical	Practical work or drafting.
P. Doyle	Electrical	Sales or purchasing.
E. Malouf	Mechanical	Drafting or shop work.
S. Mantha	Electrical	Electrician or drafting.
L. Paquette	Mechanical	Machinist.
P. E. Laverdure	Mech. & Elec.	Electrician or machinist.
E. Deniger	Pattern-maker	Pattern-maker, drawing.
R. Deniger	Electrical	Electrical machinist, drawing.
J. Dejean	Electrical	Anything electrical, etc.
Abdre Landry	Mechanical	Machinist.
A. Crevier	Mechanical	Machinist or drawing.
E. Chalifoux	Mechanical	Machinist or drawing.
A. Trudeau	Pattern-maker	Pattern-maker or drawing.

Well Represented

At least five members of the Dominion government were present in Quebec during the course of the convention. The Premier spent a few hours in the city en route to the Imperial Conference in London; Sir George Foster came down to speak at the annual banquet of the Association; Hon. C. C. Ballantyne was present as an ex-president of the Association; Hon. C. J. Doherty and Hon. Gideon Robertson had business in the city but were present at several of the entertainment functions.

N. W. Warren Promoted

Norman W. Warren, who for the last six years has occupied the position of western manager for the Dominion Bridge Co., Limited, with headquarters in Winnipeg, has been promoted to be general manager for Canada and has moved to Montreal. Mr. Warren, while in Winnipeg, took a prominent part in the work of the C. M. A. He was a member of the Executive Committee of the Winnipeg Branch for several years and in 1918-19 was chairman of the Prairie Division.

Mr. Warren was born at Kensington, Conn., U. S A., in 1876. He began as draughtsman with the American Bridge Co., in 1900, remaining with that company until 1910, when he went to Montreal as squad boss for the Structural Steel Co. In 1911 he became assistant chief draughtsman for the National Bridge Co., Montreal. When the National Bridge was absorbed by the Dominion Bridge in 1912, he was promoted to be Winnipeg manager; in 1915 was named acting-manager for the West, and in 1916 western manager.

The Winnipeg Branch, C. M. A. tendered a farewell luncheon to Mr. Warren at the Royal Alexandra Hotel on Tuesday, July 19, and presented him with a travelling bag. The Winnipeg Builders' Exchange and the Board of Trade cooperated in the function.

The Association's New President

An Appreciation of Mr. William Shives Fisher by One Who Has Known Him from Early Manhood

THERE are some men - not a great many - who from youth to manhood make a constant appeal to their fellow men by their sane optimism, cheerful smile and winning ways; their clean, manly behaviour; their upright conduct; their warmly sympathetic interest in things bearing upon community welfare and their willingness at all times to render unselfish service to those less favored than themselves.

Without flattery, but as an absolute fact, it can be said of Mr. W. Shives Fisher, that he not only possesses the above qualities of lofty citizenship and manhood to a marked degree, but that he also combines with these acquirements a breadth of vision, a keen business acumen and an ability to present subjects clearly, intelligently and tactfully, that marks him as a deep thinker and an outstanding Canadian.

Had the Canadian Manufacturers' Association the power within itself to create a man as its leader who would combine all the qualities requisite for such an high office, it could not have fashioned one so well able to fill the requirements as Mr. Fisher, nor could it frame one of such manly physical appearance as he.

Mr. Fisher is a son of New Brunswick, having been born in Fredericton, the capital city, about the year 1854. Directly descended from the United Empire Loyalists, it is not surprising that he should be a lover and defender of things British, nor that he should have spent the greater part of his busy life in striving to make the province of his birth worthy of the great British empire.

Though an active business man in the stove and hardware lines, from early manhood up to the present hour, he has been interested in the promotion of the interests of the Maritime Provinces. In 1896, when the Maritime Provinces and their ports were fighting for special recognition from the Parliament of Canada, and when these provinces were demanding the cancellation of steamer subsidies to foreign ports, Mr. Fisher, as president of the St. John Board of Trade, was one of the most active and determined fighters for maritime recognition. Through his efforts and the efforts of those associated with him, the Maritime Provinces won out, and to them very largely are thanks due for the progress that St. John has made as a national winter port.

Only the other day the writer had occasion to inspect some newspaper files of 1896, and in one of these papers he noted a strong letter from Mr. Fisher pointing out the possibilities of closer trade between the West Indies and Canada through the Maritime Province ports. The agitation in that direction which he began has borne good fruit and has led up to the greater possibilities of West India trade expansion that we have before us today.

In 1897, Mr. Fisher worthily represented the St. John Board of Trade at the Congress of Chambers of Commerce of the empire held in Great Britain, and on more than one occasion he has acted as a delegate from that body to Ottawa and other points in which St. John or the province was especially interested.

But his community interest did not wholly centre around the Board of Trade As a leading member of the Anglican body he has been most helpful in church and community work. He was one of the promoters of the New Brunswick Tourist Association. He was also closely linked up with such organizations as Associated Charities, Protestant Orphan Asylum, Industrial Home, N. B. Art Club, Natural History Society, and other Social and philanthropic bodies of this nature.

During the investigation into the administration of Premier Flemming in 1914, Mr. Fisher acted as one of three Royal Commissioners composing the Commission of Inquiry. Again, after the taking over by the provincial government of the St, John Valley Railway, he served as one of the directors of the railway company.

He has ever been one of the strongest advocates of technical training for our young men and young women, and though progress in this direction has not been very marked in so far as St. John is concerned, he is still engaged in the active promotion of the movement.

As a business man of St. John, there is none who has ranked more highly or who has gained the respect and esteem of his fellows to a greater extent than he. As a manufacturer he has also won a forward place, hindered though he has been by the handicap of excessive railway rates which is holding up almost all the maritime industries.

During the war Mr. Fisher and his sons were among the first to hear the call of King and Country. Two of his sons served overseas. At the special request of the Canadian Government, Mr. Fisher, himself, was called upon to look after the Ross Rifle Works with a view to speeding up production at that plant, and later to supervise the winding up of the business, work which he did without remuneration.

In all his activities, private and public, there is no man who has held the respect of his fellow citizens to a greater extent than has Mr. Fisher, and the Canadian Mamufacturers' Association is to be congratulated that he has undertaken the leadership of its affairs.

This is the unsolicited testimony of one who has known Mr. Fisher since early manhood.

The Enterprise Foundry Co., Sackville, of which Mr. Fisher has been president since its inception, was established in 1888, the company at that time having bought out the business of E. Cogswell & Co. In 1908 the foundry was entirely wiped out by fire. It was then rebuilt on a much larger scale. The business, which consists of the manufacture of steel, cast and gas ranges, heaters, warm air furnaces, open fireplace fittings, etc., has enjoyed steady growth and today its products are sold in every province in Canada. Mr. Fisher's three sons are now associated with him in this business.

Mr. Fisher has been a member of the wholesale hardware firm of Emerson & Fisher, Limited, St. John, ever since the business was established in 1878, forty-three years ago.

To Make Sanitary Cans

The Canadian Sanitary Can Company, Limited, Toronto, Ont., have just completed their organization and will be in operation within the next few months, manufacturing sanitary, solderless, sealed food or packer's cans, non-leakable friction-top paint cans, oil, cocoa and various other styles of tin and metal cans, or containers. They will occupy approximately 20,000 sq. ft. of floor space, and will install the latest automatic labor-saving machinery.

The capitalization of The Canadian Sanitary Can Co., Limited is $400,000. The Officers are:—James Dixon, president; Henry S. Gooderham, vice president; Geo. H. Babcock, managing director; B. N. Barrett, sec-treasurer; W. H. Millman, director; W. M. Turnley; director; J. Gault Kingsmill, director.

New Marble Industry

Rough American marble is being imported into Canada in very considerable quantities at a price of approximately $12.00 per cubic foot,—a price which is almost three times as great as that at which Canadian marble can be secured, despite the fact that the latter product is equal, if not superior to that of foreign origin.

In view of this fact a new company, to be known as Canadian Marble Limited, is being incorporated with a capital of $1,500,000. The quarries are situated at Bancroft, Ont., north of Trenton and

the marble deposits cover a large area, in some places to the estimated enormous depth of 55,000 feet. The late Dr. Fred Barlow, chief geologist of McGill University of Montreal, stated that the deposits were the finest in the world, containing a high percentage of magnesia which gives the marble a granite-like consistency.

Officials of the new company state that their product can be sold at $4.50 a cubic foot, a price which is infinitely lower than the American figure, which, of course, includes the duty of 20 per cent., a sales tax of 2½ per cent., the Canadian sales tax of 3 per cent., plus exchange of approximately 12 per cent. and a freight rate of about 65c a hundred pounds. But with the American price averaging out in the neighborhood of $7.25 at the quarry and with the evident superiority of the Canadian product, there seems to be no reason why the new organization has not a splendid future ahead of it. The imports of marble into Canada for the twelve months ending February, 1921, amounted to $476,997. In the year 1914, Canadian imports totalled $800,000, and it is estimated that in 1923, unless Canadian enterprise comes to the fore, such importations will amount to well nigh a million dollars.

Canadian Marble, Limited, is being officered by a strong board, most of the members of which are well-known among the manufacturing group in Canada. J. J. Ashworth of the Canadian General Electric Co., is president, and Melville P. White of the Canadian Allis-Chalmers Co. is vice-president. The board of directors is as follows: Frank McMann, J. M. Robertson, D. A. Campbell, Wm. A. Buck and W. H. Matthews. The company's quarries have all the necessary advantages towards the carrying out of the enterprise, and the quarries and the mills will be fully equipped with electrical machinery from water power which is both ample and adjacent.

City Debt and Tax Rate

The Toronto Branch Executive has been making a study of civic finances in relation to the increase in taxs. A report by the Secretary was considered at last meeting and it was resolved, in continuing further consideration, to invite the co-operation of other representative organizations.

It is noteworthy that since 1915 the general civic taxation per head of the City of Toronto has increased from $27.89 to $43.28. This increase of almost 55 per cent. in the cost of Civic Government has taken place during a 7-year period that embraced the Great War and the remarkable season of price inflation which followed.

The argument may be advanced that the increase in taxes per head was not so great during the period in question as the increase in the cost of living, but it must not be forgotten that a very siderable part of the civic expenditure **ture** consists of interest and sinking fund payments on long term debentures. These were not increased. The rates of interest on new issues have, of course, been advanced because the City can no longer borrow money at the pre-war standard of 4 per cent. The increase of cost per head for services such as fire and police protection, education, street cleaning, road repairs and others in which labour is an important element of cost, must have been considerably more than 55 per cent. to bring the total increase of cost for all services up to that figure. That the average family of five persons must contribute more than $200 per year to the civic treasury for ordinary civic services, apart from local improvements, indicates in a startling way the need for rigid economy in civic administration.

VICE-PRESIDENTS ELECTED FOR 1921-1922



John R. Shaw

Canada Furniture Manufacturers, Limited, Woodstock
First Vice-President



C. Howard Smith

Howard Smith Paper Mills, Limited, Montreal
Second Vice-President

Hydro-Electric Progress in Construction and Investigation during Past Year

Total Development in Dominion now 2,460,000 h.p., or 274 h.p. per 1,000 of Population, a figure far ahead of any country in the world with the single exception of Norway

AN OFFICIAL REVIEW

This valuable contribution, summarizing hydro-electric power development in Canada during the past year, has been prepared by an official of the Dominion Water Power Branch, Department of the Interior, Ottawa. While in one or two respects it covers ground already dealt with in articles recently published in INDUSTRIAL CANADA, *the whole subject is of such importance that no apology is offered for publishing it in full. Outstanding features are:*

The total development work completed or under construction in 1920 represented approximately 650,000 h.p. of installed capacity.

The Provinces of Nova Scotia and New Brunswick entered on an active policy of provincial government development of their water-power resources.

The Province of Ontario still leads in magnitude of development work under construction.

Great activity was shown in organized general hydrometric investigation to meet future requirements and in the investigation and planning of further considerable developments.

The total developed hydro-electric power in the Dominion now stands at 2,460,000 h.p., taking the population at 9,000,000 (estimate tabled in the House of Commons April 6, 1920), the development per 1,000 of population is 274 h.p., a figure far ahead of the United States and ahead of any other country in the world except Norway.

—THE EDITOR.

IN spite of the outstanding facts that financial and commercial conditions are still far from normal and that costs of construction are prohibitive for all but absolutely necessary undertakings, a review of the year's work in hydro-electric matters in Canada shows considerable progress and encouragement for the future.

The rapid advance made during the past year or two by all the principal water-power countries of the world (some 15), in realization of the compelling necessity of developing their power resources if they are even to hold their own in competition for the world's trade, has been shown by almost universal legislation to this end and in all those countries the governments are either themselves undertaking power development or directly assisting in the finance.

This widespread and aggressive movement in other countries makes it specially desirable to review what progress is being made in Canada. To do this we may proceed from east to west, taking each province as it comes, and giving in conclusion a general summary of the progress of the year.

Nova Scotia

In 1914, the Government of this Province created an investigatory body known as the Nova Scotia Water Power Commission, and shortly after entered into a co-operative agreement with the Department of the Interior for the investigation and analysis of its water-power resources by the Dominion Water Power Branch. These investigations showed such facilities for development that in 1919, under the "Power Commission Act" then passed, the Nova Scotia Power Commission was formed to develop and distribute hydro-electric and steam power throughout the province, with the ultimate view of a complete interconnected system.

Other Acts were also passed to assist the Government to remove restrictions due to existing rights in navigation, lumbering, mill and fishing privileges, riparian rights, etc., in order that comprehensive plans for the best use of the streams could be carried out.

Since that time progress has been rapid. The first projects undertaken by the Commission and commenced in 1920 were the St. Margaret's Bay development, to supply the City of Halifax, and a hydro-electric system for the County of Lunenburg.

The St. Maragaret's Bay development is the first hydro-electric plant of considerable size in the province. It consists of two separate generating stations; "Tidewater Generating Station" at the head of St. Margaret's Bay, near the mouth of Northeast River, designed to give 6,900 h.p., and the "Mill Lake Generating Station" on Northeast River to give 3,920 h.p., a present total for the two stations of 10,820 h.p., with an ultimate capacity of 15,000 h.p. Storage is also under construction at several points. These developments are intended to supply the City of Halifax and it is expected that some power will be available next August.

The Lunenburg System is designed to supply Mahone, Lunenburg, Riverport and other communities in that county. An existing plant on the Mushamush River has been taken over and extended, plans are practically completed for a new development and a third is being considered, so that the water of this river may be used three times.

Other considerable plans are in hand by the Commission though not yet actually under construction, including the Sheet Harbour project with an installation of 25,000 h.p., stations of 1,200 h.p. and 7,500 h.p. to supply Digby and other towns and projected industries.

Amongst industrial concerns the Sissiboo Pulp and Paper Co. installed 2,600 h.p., and other companies some 1,700 h.p., of which part was for both industrial and utility purposes.

Altogether it may be said with respect to Nova Scotia in 1920, that it has been proved to contain a number of considerable, conveniently located and economic sites, that the development work under construction represented over 15,000 installed h.p., and that a good start has been made on organized and systematic development.

New Brunswick

In the Province of New Brunswick, previous to 1918, there had been no systematic investigation of water-power, but in that year the New Brunswick Water Power Commission was formed, and a co-operative agreement entered into with the Federal authorities similar to that entered into by the Province of Nova Scotia. Since that time the policy pursued has been very similar to that in Nova Scotia.

Expert investigation showed that ample water-power resources and facilities were available and the New Brunswick Electric Power Commission (formed in 1920) has instituted the following work:

District of St. John. For the supply of St. John and district the following three projects have been thoroughly investigated.

Lepreau river	18,000 H.P.
Musquash river	8,000 H.P.
Magaguadavic river	15,000 H.P.

Construction work has been commenced on the Musquash plant, where three units totalling 11,000 h.p. will be installed.

Fredericton to Woodstock district. Investigations are being made with a view to developing 8,000 h.p. on the

Shogomoc River, and 8,000 h.p. from two sites on the Pokiok River.

North Shore district. Investigations have been made with the object of supplying the towns in this district from the Tetagouche River, on which four developments can be made totalling 10,000 h.p., and which has considerable storage available. It is expected to complete arrangements with the Bathurst Lumber Co., which has a 9,000 h.p. plant under construction, to supply power to this district until the Commission's plant is installed.

Industrial developments. The new important new work under construction in 1920 includes 2,400 h.p., by Fraser's, Ltd., for pulp work; 2,000 h.p. added by the Maine and New Brunswick Power Co.; 3,000 h.p. by Canadian Cotton's, Ltd.; 9,000 h.p. by the Bathurst Lumber Co.

The progress in New Brunswick during 1920, therefore, consists of over 18,000 h.p., installed or under construction and a still larger amount in immediate prospect.

Prince Edward Island

The Province of Prince Edward Island is included in the co-operative agreement of July 1, 1919, between the Department of the Interior and the three Maritime Provinces, under which all basic stream measurements and general power investigatory work is carried out by the Dominion with the co-operation of the Provinces.

During 1920, new gauging stations were established and regular stream measurements were made on a number of rivers. A thorough examination of the water power resources of the province is being carried out in a systematic manner.

Quebec

In this Province, the Government has, through the Quebec Streams Commission, pursued for some years an enterprising and far-seeing policy by constructing storage reservoirs in the principal watersheds for the improvement of rivers, while leaving the development of power to private enterprise. The great size and successful results of the St. Maurice and St. Francois reservoirs so contructed are well known. During 1920, this policy was continued by the Quebec Streams Commission; further studies were made of the storage possibilities of Lake St. John and Lake Kenogami, investigations were carried on with a view to additional storage for the St. Anne de Beaupre river and for the prevention of floods in the Beauce and other districts and studies were also made of undeveloped water-powers including those on the St. Maurice, St. Francois, Bell, Harricana, Manicouagan, Aux Outardes and Natashquan rivers. The Commission also commenced systematic gauging on a number of rivers and it is understood intends to extend this to all important rivers.

Amongst the principal undertakings either completed or commenced in Quebec during the year were those of the Cedar Rapids Co., 21,600 h.p.; the Shawinigan Co., 42,000 h.p.; the Laurentide Co., 42 000 h.p.; the Lotbiniere Lumber Co., 1,680 h.p.; La Corporation d'Energie de Montmagny, 3.600 h.p.; Price Bros. & Co., Chicoutimi, 17,600 h.p.; City of Riviere du Loup, 525 h.p.; Southern Canada Power Co., Drummondville, 7,000 h.p.; Canadian Consolidated Rubber Co., St. Jerome, 450 h.p. The total new power development work approximated 137,000 h.p., and a number of other large projects seem assured of commencement in the coming season.

Ontario

In pursuance of the co-operative agreement made in 1919, between the Hydro-Electric Power Commission of Ontario and the Department of the Interior, the Dominion Water Power Branch is now responsible for all basic investigation respecting water resources, while the Province undertakes the detailed investigation for and construction of actual developments.

Under this agreement a special bureau of the Dominion Water Power Branch has been formed to deal with this work, with headquarters at Ottawa, the stream measurement and investigatory studies have been largely extended and a very thorough inventory and analysis of developed and undeveloped water power and storage resources is in course of preparation.

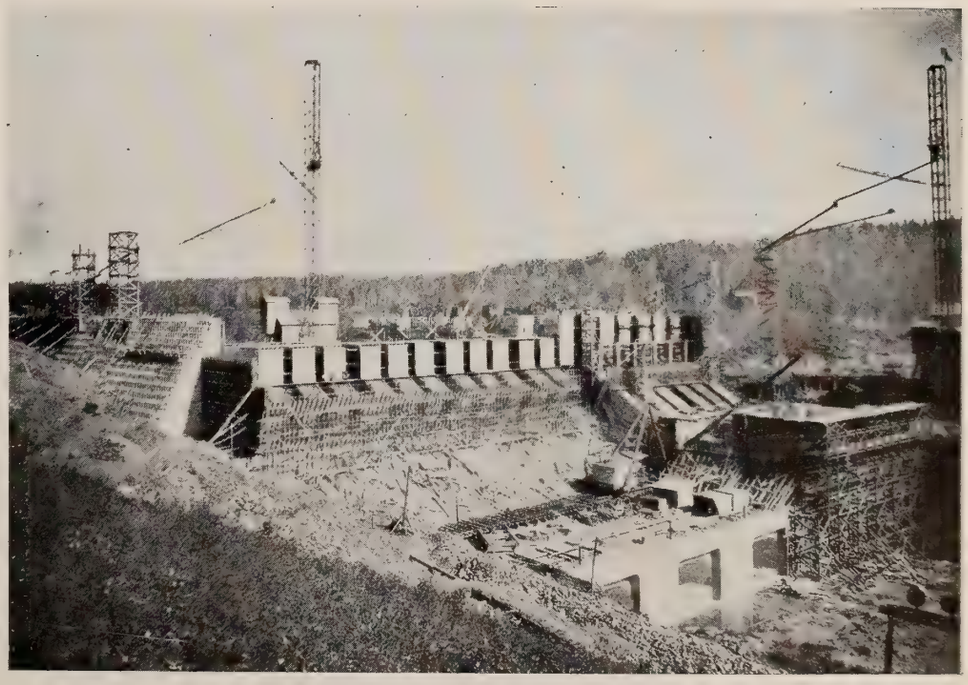
Amongst the important investigatory work that falls naturally under the heading "Ontario," and to which much time and labor has been devoted during the past year, there may be mentioned the studies on the St. Lawrence River and on the regulation of the Lake of the Woods for storage purposes.

The progress in actual construction during 1920 has been very considerable.

The Hydro-Electric Power Commission. The installation of two new units of 20,000 h.p. each to the plant formerly owned by the Ontario Power Co., at Niagara Falls, and of a 3,500 h.p. plant at High Falls on the Mississippi River, near Perth, to supply the Rideau System, were completed. The great development at Queenston on the Niagara River has made substantial progress in spite of serious labor troubles and it is expected to commence supply in September next; this plant, with an initial installation of five 60,000 h.p. units and designed for an ultimate capacity of 540,000 h.p. is greatly needed to meet the present power shortage. The development on the Nipigon River to supply Port Arthur, Fort William, and districts, with an initial installation of 25,000 h.p., and an ultimate capacity of 75,000 h.p., is now supplying power from the first unit. At Ranney's Falls, on the Trent River, near Campbellford, the construction was commenced of a 10,000 h.p. plant to supply the Central Ontario System.

The total capacity of plants now owned by the H.E.P. Commission is stated to be over 1,000,000 h.p.

Private developments. The Big Eddy Dam, on Spanish River at Algoma, to create a 15,000 h.p. site for the International Nickel Co., was completed. Amongst the more important plants under construction were those of the Spruce Falls Company on the Kapuskasing River, 11,600 h.p. for a pulp mill; the Abitibi Power and Paper Co., 24,000 h.p. at Twin Falls, expected to be completed next April; plants on the Sturgeon River and Vermilion River by the Spanish River Pulp & Paper Co.; an extension of 9,000 h.p. by the Great Lakes



Cameron Falls Development on Nipigon River

General view of power station as it appeared last fall; when completed this station will serve the Thunder Bay System of the Ontario Hydro-Electric Power Commission

Power Co., at Sault Ste. Marie; a plant of 4,500 h.p. by Canadian Cotton's, Ltd., on the Cornwall Canal, etc.

It will thus be seen that in Ontario in 1920 there was approximately 500,000 h.p. of hydro-electric development under construction.

Manitoba

City of Winnipeg Hydro-Electric Plant, at point du Bois, on the Winnipeg River, consisted at the end of 1919 of 8 units totalling 46,400 h.p., the headworks and draft tubes being completed for an additional 8 units.

Early in 1920, contracts were let for extensions to the power house and for three additional units of 6,900 h.p. each, at a total cost of $300,000.

Winnipeg Electric Railway Co., which gives a general electric light and power supply in addition to operating the street railway, has a plant on the Pinawa Channel of the Winnipeg River of which the capacity was 28,200 h.p. Recent improvements to the channel, increasing the head, and improvements to the plant have increased the maximum capacity to 37,600 h.p. This company also controls a further development under construction on the same river referred to below under the head of the Winnipeg River Power Co.

Progress in the City of Winnipeg. It is of interest to note that the combined efforts of the City and the Winnipeg Electric Railway Co., to supply electric power at low rates have borne marked results in the development of manufacturing industries. In number of factories and value of product, Winnipeg now ranks as the fourth manufacturing city in Canada and in the consumption of electric energy per annum per head of population (823 k.w.h.) is surpassed by few cities in the world.

It should also be noted that the power available from the Winnipeg River, exceeds 400,000 minimum 24 hr. continuous power from 9 sites within 80 miles of Winnipeg, sufficient to meet all requirements for many years to come.

The Winnipeg River Power Co. This company has commenced construction on a site at Lac du Bonnet, on the Winnipeg River, designed for an initial development of 56,000 h.p., and an ultimate capacity of 168,000 h.p.

The Manitoba Power Commission. This Commission created by "The Electrical Power Transmission Act" of 1919, was formed for the purpose of distributing electric energy throughout the Province and it was authorized to either purchase or generate power for the supply of any community to which it was economically feasible. The intention was, not to confine operations to water-power, but, where it was more advisable, to supply fuel power to groups of communities linked up to separate systems and to so design each such system that it might eventually become a link in the general provincial system.

The Commission immediately undertook the supply of power to Portage-la-Prairie, 56 miles from Winnipeg, the power to be purchased in bulk from the hydro-electric plant of the City of Winnipeg, transmitted at 66,000 volts by the Commission and delivered in bulk to Portage-la-Prairie.

Since that date, the operations of the Commission have developed with considerable rapidity along broad but conservative lines.

Power was turned on to the Portage-la-Prairie line on August 16th, 1920, and in the meantime the matter of supplying other municipalities in central and southern Manitoba was investigated and in a number of cases undertaken.

During the year the construction of transmission lines was commenced to the municipalities of Roland, Carman, Morden, Oakville, Winkler, Manitou and Gladstone, involving a transmission network of some 175 miles and investigations were also carried on with a view to supplying Emerson, Oakville, Rollin, Minnedosa, Virden and other municipalities that had petitioned for a supply.

Saskatchewan

While no actual development has occurred in Saskatchewan during the year, considerable progress has been made in organization of the large and important project to divert and elevate water from the South Saskatchewan River for supply to Moose Jaw, Regina, and other cities and towns throughout the dry belt of South Saskatchewan.

The Reclamation Service and the Dominion Water Power Branch made an exhaustive investigation of this project in 1913, and showed that it might involve the ultimate diversion of 100,000,000 gallons per day, the provision of a power plant of 12,000 h.p., to pump the whole amount 300 feet to the height of land near the river and, for a comprehensive scheme, an expenditure of about $20,000,00. The Saskatchewan Water Commission, created to deal with this matter, submitted a report to the Provincial Legislature early in 1916, stating that the matter was one of extreme importance, but owing to war conditions further steps were not taken at that time.

In 1919, Regina, Moose Jaw, and other municipalities commenced a strong agitation for action to be taken and an Act was passed to create the Saskatchewan Water Supply Advisory Council, to which Major Macpherson, Chairman of the Local Government Board, was appointed as Chairman. The Provincial Government, the three transcontinental railways, the cities of Regina and Moose Jaw, and some 16 or more smaller municipalities are now actively co-operating in furthering the development of this project.

Alberta

No developments have taken place in the Province of Alberta during 1920, but the future possibilities are large and promising. The Peace, Athabasca and Slave rivers in the north possess a number of excellent power sites and the apparently imminent mineral developments in that region will probably lead to early development of some of these water-powers for which applications have already been received. Investigations are being made with a view to increasing the storage for the Bow River developments and also with respect to power projects in the Spray Lake district.

British Columbia

In British Columbia also, the basic investigatory work is carried out by the Dominion Water Power Branch under a co-operative agreement with the Provincial Water Rights Branch, in force since 1913, and in view of the large amount of data and length of period these investigations cover, a comprehensive summary and analysis of the water power resources of the Province was commenced in 1920.

While these resources, estimated at 3,000,000 h.p., include many accessible and favorable sites, the actual construction work in 1920 was in comparatively small units for individual mines and other purposes. Plans are, however, well advanced for a number of large developments and amongst these may be mentioned that of the Bridge River Power Co., at Seton Lake, for an initial development of 50,000 h.p., with an ultimate capacity with storage of 360,000 h.p.

An outstanding feature of the year in water-power history was the acquisition by the British Columbia Electric Railway Company of the Western Power Co., of Canada, and its 39,000 h.p. plant at Stave Falls; this is stated to have brought the total investment of the Company in B.C. to $65,000,000.



J. F. M. Stewart

Pointe Anne Quarries, Limited
Chairman, 1920-21, Publishing Committee
Re-elected for 1921-22

Interesting Address Delivered

South America and West Indies Discussed By Canadian Export Clubs of Toronto.

MEMBERS of the Canadian Export Club of Toronto, who attended the meeting held in the C. M. A. offices on June 14th, had the privilege of hearing two instructive addresses on foreign trade conditions, delivered by F. H. Logan, supervisor of the Foreign Trade Department of the Canadian Bank of Commerce, and S. J. Williams, formerly of the Williams, Greene & Rome Company, Limited, Kitchener. Mr. Logan spoke on trade with South America, where he had recently made an extensive tour in the interests of his bank, and Mr. Williams reviewed the prospects for trade with the British West Indies, a market which he has been carefully studying.

In the opinion of Mr. Logan, there is little hope of any great trade development with South American countries just now. Brazil, the first country visited, is, in normal times, a good market. The soil is extraordinarily fertile and almost anything can be grown. The people are large importers of all kinds of manufactured goods, but until the exchange rate becomes more favorable trade will be held up. In Uruguay and Argentina he met the same conditions. People who, in pre-war days, were lavish buyers of imported articles, are buying nothing. The speaker said that he had seen between fifty and sixty million dollars' worth of all kinds of goods piled on the docks at Buenos Aires. Some disposal must be made of these before trade can be re-opened.

In Chile and Peru the outlook is bad. The market for nitrates and copper has been badly hit, and the inhabitants have not the money to spend on importations. In all the South American countries, moreover, the exporter must face keen competition with Great Britain, the United States and Germany. The latter country is out to regain her former commercial position and is able to undersell her rivals. Mr. Logan's general opinion was not at present very hopeful.

Mr. Williams was more optomistic about the prospects for West Indian trade. There had been a large increase in imports from Canada shown between the years 1917 and 1919, and this increase was continuing. He had found everybody enthusiastic about the recently signed trade agreement with Canada and they are very anxious to do business with us.

Canadian hardware, boots and shoes, bicycles, confectionery, drugs, chemicals, flour, salt fish and a number of unmanufactured goods are exports which have been sent to the West Indies for some time, and a market is now opening up for cement, linen, manures, oils and sundry other manufactured goods. Mr. Williams advocated sending agricultural teachers to the West Indies, who could show the people how to increase the productivity of the soil and thus supply return cargoes for our vessels.

The meeting closed with a vote of thanks to the two speakers.

Made-In-Canada

Strong Resolution Adopted by Executive of Toronto Branch, C. M. A., on this Subject.

The Toronto Branch Executive has adopted the following resolution which was referred to the Ontario Division Executive for consideration and action:

"Whereas trade depression and unemployment in Canada are both accentuated by reason of large importations of manufactured goods produced in other countries;

"And whereas it is of vital importance to all classes of Canadian citizens that the production of Canadian farms, forests and factories should be given the greatest possible stimulation and encouragement;

"And whereas the expenditure of wages and profits earned in Canada, on Canadian products, stimulates further production, and thus provides wage-earning and profit-making opportunities;

"And whereas it is essential that the trade in Made-in-Canada goods should be intensified and extended;

"Be it therefore resolved, that organized efforts be developed forthwith to stimulate the purchase of Canadian products of farms, forests, factories and other sources in order to provide employment for all wage-earners, and thus restore national prosperity, in accordance with the following plan:

"(a) That the experiences of associations, trade groups or sections of manufacturers who have developed joint schemes of advertising and trade promotion, be reported to and centralized in the Trade Sections Department of the Association;

"(b) That all information thus gained be placed at the disposal of trade sections and other associations in which manufacturers are interested;

"(c) That joint campaigns be carried on by sections or groups producing like products so that the attention of the public will be directed to specific products rather than to policies;

"(d) That, where necessary, funds be created for the proper carrying on of such trade promotion by trade sections, and that if considered desirable the C. M. A. act as custodian of such funds, the same to be disposed of subject to the will of the section by whom the fund is created;

"(e) That all such campaigns be carried on in consultation with and subject to the advice of the Publicity Committee of the Association.

"And be it further resolved that this resolution be recommended to the Ontario Division for endorsement."

Will Visit Canada

Society of Chemical Industry of Great Britain to Meet in Montreal.

From August 26th to September 5th the Society of Chemical Industry of Great Britain will visit Canada as guests of the Canadian sections of the organization. The party will spend three days in Montreal, holding their meetings at McGill University. A civic reception, visits to various industrial plants, the reading of a number of technical papers and a special convocation at the university are included in the Montreal programme.

On September 1st visits to the industries of Shawinigan Falls and Grand 'Mere will be made under the auspices of the Shawinigan Falls Section, S. C. I. Ottawa, Toronto and Niagara Falls will be visited on the remaining days of the Canadian meetings, and entertainments and banquets will be given at these centres.

Following the Canadian tour, the visitors will cross the border and inspect some of the plants of the United States industries, afterwards attending the fall meeting of the American Chemical Society and the National Exhibition of Chemical Industries in New York.

A Midsummer Vacation

Industries Adopt Policy of Closing Down For Two Weeks Each Summer.

The John Bertram & Sons Co., Limited, and Pratt & Whitney Co. of Canada, Limited, are closing their plants for two weeks' vacation from July 30th. Correspondence will be given attention and orders for goods in stock will be shipped during the vacation period.

The policy of closing plants for summer vacation has been tried out in some large plants in the United States and these Canadian companies are making the experiment this summer. If it proves satisfactory, it will, no doubt, be acted upon annually hereafter

R. K. McIntosh

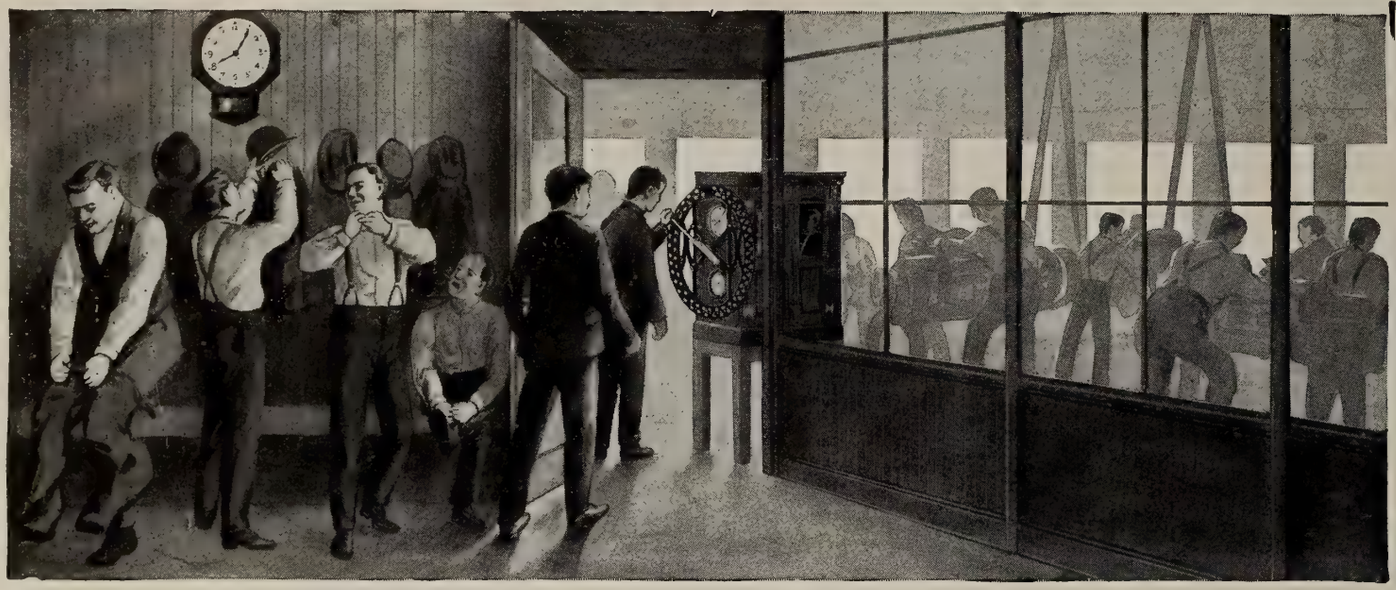
Appointed General Manager of Canadian Postum Cereal Company, Limited, Toronto

R. K. McIntosh has been appointed general manager of the Canadian Postum Cereal Company, Limited, and his headquarters will in future be in Toronto. Mr. McIntosh has had several years experience in the cereal manufacturing business, having been with the Canadian Cereal & Milling Company, Limited, and latterly with the Battle Creek Toasted Corn Flakes Company, Limited, of London, Ontario.

Medicine Hat Branch

Annual Meeting and Election of Officers Took Place on May 25th.

Medicine Hat Branch, C.M.A., held its annual meeting on May 25. The election of officers resulted in the return of George Preston, manager of Lake of the Woods Milling Co., as chairman, succeeding Charles Pratt and R. E. McCartney, manager Medicine Hat Pump and Brass Co., Limited, as honorary secretary, succeeding W. A. Church. Both Messrs. Preston and McCartney are live wires in Medicine Hat and under their leadership the branch should make steady progress.



Any employee who wants to come late does not want his employer to know it

Some INTERNATIONAL Products

The International Business Machines Company, Limited, manufactures:

Dial Records
Card Time Records
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Job Recording Devices
Electric and Self-Winding Master Clocks.
Autograph Recorders
Secondary Recorders
Time Stamps
Program Devices
Recording Door Locks
And a full line of kindred devices.

FROM cradle to grave, man writes his history in records of Space and Time. In essence, the space record is the Time Record. For the ultimate measure of all values is time. Between Vancouver and Halifax is 3,800 miles. Who cares? All the world wants to know is: "Between Vancouver and Halifax is 140 hours!"

Some records you control. Others records control you—control your business, your earning power, your livelihood. Can you afford to entrust the control of the most vital records of your lifework to anything less than absolute accuracy? Can you afford to place yourself in bondage to records which tell anything less than "the whole truth and nothing but the truth." The idea of resenting time recorders is really a thing of the past.

Any employee who wants to come late does not want his employer to know it.

Every employee who wants to be prompt surely wants his employer to know it.

One hundred employees losing ten minutes daily equals 313,000 minutes or 5,216 hours.

Time Records are the records upon which the story of your success or failure will be written.

Our business is to show you how you can bring into your office the most accurate and convenient system of Time Records in the world.

You MUST have Records—why not have them right?

INTERNATIONAL TIME

INTERNATIONAL BUSINESS MACHINES COMPANY, LIMITED

Frank E. Mutton, Vice-President and General Manager

HEAD OFFICE AND FACTORY—Royce and Campbell Aves. TORONTO

Also manufacturers of International Dayton Scales and International Electric Tabulators and Sorters.

Protect the Worker Correct the Shirker

Time Recorders in your office eliminate guesswork and suspicion and give credit where credit is due

TODAY is the time to turn the searchlight on your time-keeping conditions and to remedy them. The present period of business readjustment calls for an investigation of the basic principle of all business—TIME.

A business which permits habit to run it is in a dangerous position. The habit system usually proves to be no system at all. Test it. Will it give you the answer to these questions:

1.—What percentage of tardiness do you have in your organization ?

2.—Is this tardiness part of your overhead expense or is it borne by the employees ?

3.—Without calling the office manager, can you tell who was late or absent yesterday ?

4.—Does it promote goodwill in the office to have a person as a go-between in your relations with your staff ? Or would each employee be better satisfied to make his or her own Time Record ?

5.—Does your "system" enable the loyal worker to show his interest in your business without noisily parading it ? Will it protect the loyal, conscientious worker and correct the shirker ?

6.—Your employees use other modern office appliances to save Time. Why not the recorder to record Time. ?

International Business Machines — SPEED ACCURACY ECONOMY

Thirty-five years ago we invented and manufactured the first Time Recorder sold. Since that time we have sold Time Recorders to every line of business in the world.

CUMULATIVE TIME LOSSES ARE STAGGERING AND UNNECESSARY IN ANY OFFICE OR FACTORY. Stop them and increade efficiency and production by the installation of INTERNATIONAL TIME RECORDERS.

International Time Recorders are used wherever success is a fixed habit.

Little leaks, compounded carelessness,—not big errors of policy—have put many businesses on the frontiers of insolvency. The smallest business can afford Time Records. The greatest corporations can't afford to be without them. They give the answer to the vital questions relating to Time and Cost Keeping.

RECORDERS

For your convenience we have Service and Sales Offices in Vancouver, Winnipeg, Walkerville, London, Hamilton, Toronto, Ottawa, Montreal, Quebec Halifax, St. John's, Nfld.



International Time Recorders give every employee a chance to prove that he or she is alert, honest and industrious.

Canada's Industrial Expansion

A RECORD OF PROGRESS

Addition is Started

Aked & Company, Limited, Toronto, Extending Their Worsted Spinning Plant.

Aked & Company, Limited, 1067 Ossington Avenue, Toronto, have broken ground for an addition to their worsted spinning plant at the corner of Ossington Avenue and Dupont Street, states the *Canadian Textile Journal.* The new building, which will adjoin the old, will be 107 feet by 82 feet and it will be a fire proof structure built of reinforced concrete, with steel sash, wired glass, etc. There will be three storeys and when the building is completed the floor space will be about doubled, the dimensions being 258x82 feet. Sufficient new drawing, spinning, reeling, balling and other machinery will be added to operate the new addition and the firm will also be in a position to carry on weaving or knitting operations.

Although the new building will be completed in August or September, it is not planned to start it in operation before the first of next year. Aked & Company are in an excellent position largely by reason of the fact that they were not caught with a lot of high priced material on hand last year and are now in good shape to compete with any in the trade, as far as prices are concerned. The firm recently started to market their lines of silk and wool twist yarns and are meeting with gratifying success in this line of manufacture.

Buy Old Mill

Brechin Grist Mill at Woodville, Ontario, to be Operated By a New Company.

The Brechin Grist Mill at Woodville, Ontario, one of the old landmarks of Ontario County, has been purchased by farmers of that district who are now operating it under the name of the Brechin Milling Company, Limited. They are incorporated for $40,000, with a paid-up capital of $14,000. Two 30 horse-power motors operated by hydro-power are used, one for the flour milling and the other for chopping and rolling oats. The flour mill has a daily capacity of 50 barrels. The territory adjacent is sufficient to warrant extension and the two railways running past the mill add value to the location. Seed, grain and clover, it is expected, will be handled in the near future. The following officers and directors have been elected by the Brechin Milling Company: president, S. Furnace; vice-president, Martin Brennan; secretary-treasurer, John Morrison; directors, W. J. French, P. Gilchrist, S. C. Windatt, B. Stuart, J. McCorkil, and J. G. Johnson.

Change of Name

Beveridge Paper Company, Montreal, Becomes Beveridge Supply Company, Limited.

The name of the Beveridge Paper Company, Limited, Montreal, has been changed to the Beveridge Supply Company, Limited. The reason for this change, as announced by the company, is that for some years they have been running a mill supply department and feel that the word "Paper," does not indicate sufficiently well the nature of their business. The bulk of their business will continue to be in pulp and paper goods.

Sawmill Under Construction

Newport Sawmill, Limited, Are Re-building at Squamish, British Columbia.

A new sawmill, with an annual capacity of 12,000,000 board feet, is under construction at Squamish, British Columbia, to replace the Newport mill which burned last October, according to W. C. Dickson, president and general manager of the reorganized company. Squamish business men, headed by Mr. Dickson, have purchased the interest of Gibson, Murrick & Lindsay of Vancouver and the offices of the mill will be transferred from Vancouver to Squamish. The company retain the name of the Newport Sawmill Limited.

The mill will be 32 by 160 feet in size, two storeys high, and will be equipped with a double saw rig, each saw being 60 inches in diameter, and have a daily capacity of 50,000 board feet. The log supply will come from along the P. G. E. right of way and the lumber will be transported by that road 40 miles to the mill.

Will Manufacture Beverages

Orange Crush Bottlers, Limited, Are a New St. Thomas Industry.

A plant with approximately 3,500 square feet of floor space has been secured in St. Thomas, Ontario, by Orange Crush Bottlers, Limited. They will commence operations early this month, manufacturing orange crush, lime crush and lemon crush from pure concentrated juices and oils. The plant has an estimated capacity of 24,000 bottles a day, and from ten to fifteen employees will be required at first.

Orange Crush Bottlers, Limited, are organized under a provincial charter, with a capital of $2,000,000, to manufacture and sell the above mentioned beverages in the Province of Ontario. They intend eventually to establish plants in several other manufacturing centres.

All-Canadian Productions

Canadian Ingersoll-Rand Company, Limited, Issue Pulp and Paper Machinery Bulletins.

A set of bulletins illustrating their lines of pulp and paper machinery has been issued by the Canadian Ingersoll-Rand Company, Limited, Montreal, and others of the series are in preparation. The publications are Canadian productions throughout, printed on Canadian coated paper with Canadian inks and engravings. The press work was done by the Page Printing and Binding Company of Sherbrooke, Quebec.

Some of the lines described in these bulletins are the Ryther Slasher System, pulpwood barking drums, the Paulson bark press, Ryther chip screens, log hauls, etc.

Water Softening Systems

Refinite Company of Canada, Limited, Established Headquarters in Toronto.

The manufacture of water softening systems and pressure filters is to be carried on by the Refinite Company of Canada, Limited, who have been incorpated and have established headquarters at 319 Continental Life Building, Toronto, with E. G. Koyl in active management of the business.

The company have acquired all Canadian rights to Refinite and Booth water softening systems and Refinite rapid pressure filters. They are made complete in Canada as far as possible and preference is given to materials produced in the Dominion.

A natural water softening mineral, called "Refinite," is used in the systems made by the company, and the makers claim that the hardest water can be softened so as to be suitable for use in laundries, power plants, textile mills, homes, etc.

Installing New Machines

Abitibi Power & Paper Company, Limited, Will Increase Newsprint Output.

Following closely upon the resumption of operations by the Abitibi Power and Paper Company, Limited, at their mills, the men having returned to work, it is announced that the company have installed three additional newsprint machines. One new machine is now in operation, and its output brings the total daily newsprint output of the company to well over 300 tons daily.

Plans are laid down for the throwing in of the other two machines, which will materially increase the company's output. The first of these machines will be brought into active production on July 15 and the other on August 15. The result of these additions will bring the daily newsprint production to over 500 tons.



The New Improved Gillette Safety Razor opens up an entirely *new era* in shaving—the era of precision, of exact and predictable results.

Never has any human need owed so much to a single source as shaving does to the Gillette organization.

Gillette is shaving the world. 63 nations and races are using Gillette Razors and Blades, and every razor and blade that is sold adds to Canada's reputation as a manufacturing country and lends significance to the words "Made in Canada."

MADE IN CANADA — Gillette — TRADE MARK — KNOWN THE WORLD OVER

Patented Canada, August 31st, 1920

The New Improved Gillette Safety Razor

Deaths Among Prominent Manufacturers

Peter Freyseng
Founder of Freyseng Cork Co. Was for Nearly 40 Years Member of C. M. A.

One of the oldest members of the Canadian Manufacturers' Association, in the person of Peter Freyseng, founder and president of the Freyseng Cork Co., Limited, Toronto, passed away on May 16. The late Mr. Freyseng founded the business on Merrick St., Hamilton, in 1875 but in 1876 moved it to Toronto. He first located on Colborne St., then on Jarvis St., while about 33 years ago he erected the first building at the present site, Queen St. East and Sumach Streets. The second building was erected in 1893 and the third about twelve years ago. A branch house was opened in Montreal in 1876 on St. James Street and in 1902 a large warehouse was erected at 773-781 St. Paul St. West. Branch offices were opened from time to time in practically every province in Canada.

In 1918, the late John Auld, who was a pioneer cork manufacturer in Canada, passed away after being 50 years in business and the Freyseng Cork Company absorbed his plant and stock. There are now, it is understood, only two small cork manufacturers now remaining in Canada, one in Hamilton and one in Montreal East.

Mr. Freyseng joined the C. M. A. in the early eighties and was a member for nearly forty years.

Henry Stroud
President and Manager of Paris Wincey Mills Company Dies in His Eightieth Year.

The death of Henry Stroud, president and manager of the Paris Wincey Mills Company, which occurred at Paris, Ontario, on May 20th, closed a long and useful career. Mr. Stroud was born at Durham, Ontario, eighty years ago and came as a young man to Brantford, where he was associated with the late J. W. Brethour, merchant. Some forty years ago he went to Paris as manager of the Paris Carpet Factory. When the plant was burned ten years later he retired from business for a time but subsequently became president and manager of the Paris Wincey Mills Company. He filled this position for the past twenty years, retiring this spring on account of ill health.

The late manufacturer was a member of the C. M. A. and for a long time had taken an active part in local politics. He had been Warden of Brant County, Mayor of Paris for several years and had also been reeve and an alderman.

POSITION WANTED

Engineer with first-class certificate wishes to conect with plant requiring to be put on a better basis. In present plant the saving last year was over $10,000, and this year it will be over $20,000. Specialist in fuel. Box 220, Industrial Canada.

LAWYER—SECRETARY

A young lawyer wishes to make a connection with a large manufacturing or industrial concern. Before coming to Montreal, practiced law on own account in the Maritime Provinces for two years.

In addition to legal training and experience has had 3 years general business experience and 4 years of the best financial experience including two years with The Royal Trust Co., Montreal.

Qualified to act as Secretary or Solicitor but willing to take hold of any department. Presently acting as Solicitor to large firm of Accountants and Auditors, Montreal. Good reading knowledge of French. Can furnish highest qualifications.

Apply Box 232, care "INDUSTRIAL CANADA," Toronto, Ont.

POSITION WANTED

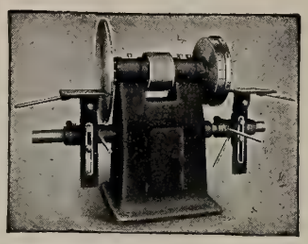
Assistant to Mechanical Engineer or Manufacturing Superintendent with selling and purchasing experience, desires responsible position, Age 32. Apply Box 231 "INDUSTRIAL CANADA"

AGENCIES WANTED.

Either on commission or on a Jobber's Basis. First class connections in the Province of Quebec. Three travellers out continually. Can give best of references. G. A. Vandry, 73 Grant Street, Quebec.

FORD-SMITH

Disc Grinder



This carefully built Disc Grinder has solved the problem of economic production for many a manufacturer. It will do likewise for you. Grinds surfaces accurately and at small cost. It is a modern high-speed production tool.

There's a Ford-Smith Grinder to meet all your requirements—Floor Grinders, Bench Grinders, Water Tool Grinders, Swing Grinders, Motor Driven Grinders and Special Grinding Tools. Buffers and Polishers, and Swivel Tables.

The Ford-Smith Machine Co., Ltd.
HAMILTON, CANADA

FOREIGN AGENTS: W. E. Storey, London, England.
McLeod & Co., Calcutta, India.

Desirable Factory Property

FOR SALE

On the old Welland Canal at Thorold, Ontario. Consists of one main building Stone Construction, three stories, each flat 4300 square feet. Two story addition, 3100 square feet each flat. Total available space for manufacturing 19,100 square feet. Storage 3200 square feet additional. Also detached Office Building. Heating equipment complete including 60 H. P. Boiler housed in brick addition. Electric wiring complete. Power two Vertical Water Turbines and water power privileges of 150 H. P. from old Welland Canal. Will be sold cheap for cash or approved security. Box 233. Write Industrial Canada.



Development at Rock Forest
One of Six Water Powers Belonging to the City

Manufacturers

Contemplating development are invited to investigate the advantages offered in the

City of Sherbrooke

Excellent Factory Sites. Good Railroad and Shipping Facilities. Plentiful supply of Skilled Labour. Pleasant social and living conditions.

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For further particulars and detailed information apply

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Marine Railway, 3000 Tons Lifting Capacity
Esquimalt Dry Dock, 480 feet by 65 feet

Makers of Maganese Bronze Propellers and Large Marine Castings. Builders of Fast Shallow Draft Steamers, fitted with Stern Wheels or Propellers working in tunnels, fitted with "YARROW" Patent hinged flap.

Exclusive Manufacturing Agents for British Columbia for
KITCHEN'S PATENT REVERSING RUDDER

We specialize in

ROSIN SIZINGS

GUARANTEED ABSOLUTELY CLEAN AND UNIFORM

OUR VERA PAPER SIZE
is purest, strongest and highest free rosin size made.

OUR VERA MILL SIZE
is the best soluble paper maker's rosin size made. Ready to use in cold or warm water.

OUR VERA BEATER SIZE
Made especially to dump direct from the barrels into the Beaters, without first diluting it.

WE ARE SHIPPING OUR SIZE IN BARRELS OR TANK CARS

Also Manufacturers of
VERA SOAP POWDER
for cleaning Felts, etc.
AND VERA BOILER COMPOUND
Very effective and sold at a low price

Vera Chemical Company of Canada, Limited
FREEMAN P. O., ONT.

Thomas E. Fee

Veteran Lumberman of Province of Quebec Dies After Short Illness in Montreal.

Thomas E. Fee, one of the older generation of lumbermen in the province of Quebec, died in Montreal on May 7, after an illness of six weeks. Mr. Fee, who was seventy-two years of age, was born in South Durham, P.Q., where during his earlier business life he carried on business as a lumber manufacturer, in conjunction with the late C. Church, under the name of Church and Fee. Later this business was known as Church, Mitchell and Fee, and on the death of C. Church, it was incorporated under the title of Church and Fee, Limited, manufacturers and wholesalers, with an office in Montreal.

The sawmills, limits, etc., were afterwards sold to the Riordon Company, and Mr. Fee started, with his sons, the firm of T. E. Fee and Sons, Montreal. G. H. Church and J. E. Church, sons of the late C. Church, also started business as Church & Church, Limited, Montreal.

The late Mr. Fee made his own way in life, and at one period did a very large trade, particularly in New Brunswick shingles. He was of a very quiet disposition, and did not take any prominent part in public affairs, although he was interested in a number of charitable institutions. Emerson Fee, one of his sons, is connected with the St. Hyacinthe Lumber Company, and Elston Fee, the other son, was associated with his father in business. The late Mr. Fee was buried at South Durham.

Strong Position Unimpaired

Half-yearly Statement of Bank of Montreal Shows Increased Profits.

The half-yearly statement of the Bank of Montreal which has been forwarded to shareholders, shows that the strong position of this bank has been unimpaired by the changes in general business due to the period of re-adjustment and deflation. At the same time very satisfactory earnings are reported.

The capital of the bank has been increased to $22 000,000 and the reserve has been brought up to the same amount. The profit and loss account reflects this increase in capital, profits for the half year ending April 30th, 1921, amounting to $1,910,077 as compared with $1,802 586 for the corresponding period last year. The profits, added to the balance carried at the end of the last fiscal year, made the total amount available for distribution $3,161,927. This was distributed in two quarterly dividends of 3 per cent. amounting to $1,320,000, reservation for bank premises of $200,000 and war tax on bank note circulation of $110,000, leaving a balance to be carried forward of $1,531,927 as against $1,251,850, at the end of the last fiscal year.

The general statement of assets and liabilities shows total assets of $507,199,946. Of this amount liquid assets total $252 377 569, equal to 55.38 per cent. of liabilities to the public. Of the liquid assets Gold and Silver Coin and Dominion Notes represent a total of $70,971,332, which is equivalent to 15.57 per cent. of public liabilities. Total current loans and discounts, as well as loans to cities, towns, municipalities, etc., amount to $244,301,772. Of this current and discounts in Canada amount to $206,049,887; loans to cities, towns and municipalities $21,738,554, and current loans and discounts elsewhere than in Canada $15,988,754. Total deposits stand at $416 600,938, which includes deposits bearing interest of $310,846,487, and deposits not bearing interest $105,754,451.

RIDOUT & MAYBEE
Solicitors of Patents
Counsel, Solicitors and Experts in
PATENT SUITS
Agencies in the leading countries of the World.
EDWARD MAYBEE, Mech. Eng. J. F. EDGAR, Counsel
KENT BLDG., YONGE STREET, TORONTO

COLLAPSIBLE TUBES and CONTAINERS Ltd.
MANUFACTURERS OF
"Premier" Pure Tin, Plain and Decorated Collapsible Tubes
65-111 STERLING ROAD - - - - TORONTO

CORRUGATED
AND
FIBRE
Shipping Containers

"A Case for Every Requirement"

Corrugated Paper Box Company, Limited
TORONTO ∴ CANADA

J. HENRY PETERS CO.

TRADE
HONEST MATERIALS
JHP
PERFECT WORKMANSHIP
MARK

Manufacturers of

Knitted, Woven and Braided Textile Specialties

Including

SILK COATS, SKIRTS, TRICOLETTE, MUFFLERS,
TIES, SHOPPING BAGS, SPORTS HATS, ETC.

TORONTO



Let Us Take Care of Those Catalogue Worries

IT'S OUR BUSINESS TO HANDLE CATALOGUES

Tell us what you want to illustrate, list or sell. We'll go into your office or factory and write the copy, if you like, look after the cuts, plan the whole work and carry it through, relieving you entirely of responsibility. And yet the work can be open to your inspection or suggestion at any stage.

OUR PLANT—The most complete in Canada.
OUR STAFF—Expert writers and advertising men.

Despite the printers' strike we are building up a staff of thoroughly qualified workmen and are working under conditions permitting better service.

THE RYERSON PRESS ∴ TORONTO

PROVINCE OF MANITOBA

HON. C. D. McPHERSON, Minister of Public Works

BUREAU OF LABOR

Office: 332 Parliament Buildings. Telephone N 40-252.

This Bureau is established to co-operate with employers, trade unions and others to bring about better relations between employers and employees, and is charged with the enforcement of the following Acts:

"The Manitoba Factories Act."
"The Shops Regulation Act."
"The Bake Shops Act."
"The Public Buildings Act."
"The Building Trades Protection Act."
"The Passenger and Freight Elevator Act."
"The Steam Boiler Act."
"The Fair Wage Act."
"The Electricians' License Act."
"The Licensing of Cinematograph Projectionists under the Public Amusements Act."
"The Minimum Wage Act."

The co-operation of all is desired, and information as to the violation of any of the provisions of the above mentioned Acts will receive prompt attention, and be treated as strictly confidential.

Laws Governing Child Labor in Factories

No male child under fourteen and no female person under fifteen to be employed in any factory.

E. McGRATH, Secretary.

CITY OF QUEBEC

PROVINCE OF QUEBEC

What Quebec Has in 1921

Population	116,850
Population of tributary territory	155,000
Total value of assessable property	$114,327,947 00
Total assets	14,265,534 12
City's debt	15,164,177 00
City's area	5,820 ac.
Miles of street	96.4
Miles of sewers	90
Miles of cement walk	35
Miles of water mains	128
Miles of permanent pavements	24.5
Miles of macadam pavements	40
Number of Houses	10,100
Number of Tenements	23,000
Number of Industries	450
Number of Employees	14,500
Steam Railways	9
Steamship, all ocean and inland lines	.....
Electric Railway (suburban)	1
Street Railway	1
Mileage of Street Railway	26
Banks and Branches	46
Number of Churches	42
Number of Hospitals	19
Public Parks	9
Number of Public Schools	66
Number of Private Schools and Business Colleges	19
University	1
Technical School	1
Collegiate Institutes	3
Enrollment at School	18,381
Number of Police Officers	131
Number of Firemen	174
Daily Newspapers	5
Number of Theatres	9
Number of Hotels	17

THE GROWTH OF THE CITY

Population

In 1901	68,840
" 1911	78,710
" 1921	116,850

Assessment

Total value of assessable property in 1901	$ 26,397,309 00
Total value of assessable property in 1911	63,103,510 00
Total value of assessable property in 1921	111,327,947 00

Building Permits

Issued in 1910	$ 526,498 00
" 1915	2,476,342 00
" 1920	2,301,480 00

PORT STATISTICS

YEAR	EXPORTS	IMPORTS
1915	$ 3,941,303 00	$ 10,663,787 00
1916	12,828,268 00	17,127,084 00
1917	10,607,145 00	17,045,759 00
1918	17,160,988 00	16,885,730 00
1919	22,868,480 00	18,357,439 00

BANK CLEARINGS

1916	$192,163,703 00
1917	213,505,336 00
1918	238,906,890 00
1919	290,938,483 00
1920	364,589,361 00

INDUSTRIES

Census of 1900

Number of establishments	255
Capital invested	$ 9,588,739 00
Employees on salary and wages	9,384
Salaries and wages paid	3,103,578 00
Cost of raw material	7,127,491 00
Value of products	12,779,546 00

Census of 1910

Number of establishments	175
Capital invested	$ 16,488,303 00
Employees on salary and wages	8,067
Salaries and wages paid	3,632,199 00
Cost of raw material	8,212.505 00
Value of products	18,933,227 00

Census of 1918

Number of establishments	424
Capital invested	$ 36,927,434 00
Employees on salary and wages	11,500
Salaries and wages paid	6,979,516 00
Cost of raw material	16,067,679 00
Value of finish products	38,265,277 00

QUEBEC OFFERS TO MANUFACTURERS

Plenty of fine industrial sites, alongside of the nine railway lines entering the city, and also six miles of deep water frontage.

The finest transport facilities in the Dominion (rail or water).

Plenty of skilled and unskilled labor.

Any amount of electrical power at reasonable rates.

Quebec has also exceptional opportunities for new industries.

For any further information apply to

THE INDUSTRIAL COMMISSIONER,
Board of Trade Building,
Quebec, Canada

STAUNTON WALL PAPERS

MADE IN CANADA

All goods are in the popular 22-inch standard of width.

¶ An entirely new showing for 1921-1922 encompassing all grades of Wall Papers in a wide variety of original conceptions.

¶ Interspersed throughout the line will be found many novelties and odd conceits that are delightfully daring in colour-treatment and rich in decorative value.

STAUNTON "SEMI-TRIMMED" PAPERS have the selvages accurately severed in process of manufacture and these, may be easily removed when the goods are hung. They save time and labour and eliminate one-half the disorder that usually accompanies paperhangering.

We Cordially Invite Correspondence from the Trade

STAUNTON'S LIMITED

WALL PAPER MANUFACTURERS

TORONTO - CANADA

The Picture shows the Home of

Perkins 183

Trade Mark (Reg. U.S. Pat. Off.)



PERKINS VEGETABLE GLUE

THE NAME TO GO BY WHEN YOU GO TO BUY

Our Canada Factory is Located at HAMILTON ONTARIO

Process and Product Patents covering Perkins Glue were granted July 2nd and March 19th, 1912, and have been held valid and infringed by the United States Circuit Court of Appeals. Patents have also been granted in Canada, Great Britain, Germany, France, Belgium, Italy and other foreign countries.

PERKINS GLUE COMPANY

Factory and General Offices: LANSDALE, Pennsylvania. Sales Office: SOUTH BEND, Indiana.



New Factory of the Dunlop Tire & Rubber Co., Ltd., Toronto
Bernard Prack, Architect

The above cut shows the offices of the Dunlop Tire & Rubber Co., Limited, on King St., East, which were finished in Douglas fir, stained in oak to match the office furniture. The doors were made of edge grained Douglas fir, stiles and rails and the panels of Douglas fir veneer, giving the beautiful grain effect obtainable when this wood is so manufactured.

DOUGLAS FIR is the world's finest timber for MILL CONSTRUCTION buildings adapted to every use from supporting members to interior finish. It is the "all utility" timber.

MILL CONSTRUCTION permits of :

LOW COMPARATIVE COST
SPEEDY ERECTION
LARGE BAYS BETWEEN POSTS ALLOWING MAXIMUM FREE WORKING SPACE
LOW INSURANCE RATE

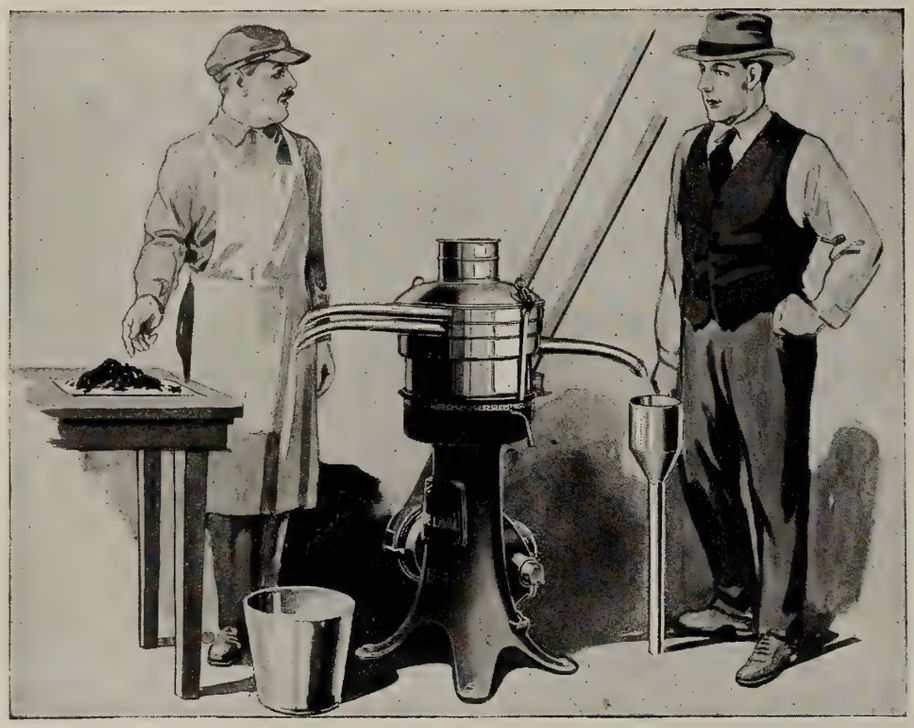
For further particulars and table of working stresses, apply to:

British Columbia Lumber Commissioner

1 Adelaide St., East, (street floor) TORONTO

Telephone: Main 6872

NOTE—We do not quote prices.



"The De Laval Oil Purifier

took this dirt and water out of our lubricating oil"

THE DE LAVAL OIL PURIFIER removes water, dirt, grit and fine metallic particles from used lubricating oil. Oil kept clean with the De Laval Purifier materially lengthens the life of the machinery it lubricates. The use of clean oil also reduces the loss of power due to friction and eliminates the dangers of clogged oiling systems. Troublesome emulsions are broken down with the De Laval Oil Purifier and oil is recovered that has heretofore been wasted.

The method is simple, continuous and economical, and restores the oil to its original usefulness.

The Oil Purifier is also used for reclaiming and purifying cutting oil from chips, cutting oil from soda-wash, hardening room drawing and quenching oils, fuel oils, etc.

Write to nearest De Laval office for Oil Purification Bulletin No. 100; also Crank Case Oil Bulletin No. 102

THE DE LAVAL COMPANY, LIMITED

PETERBOROUGH, ONTARIO

MONTREAL WINNIPEG EDMONTON VANCOUVER

DE LAVAL TURBINE EQUIPMENT COMPANY

SELLING AGENTS FOR ONTARIO—DACK BUILDING, 73 KING STREET W., TORONTO, ONT.

E. LAURIE CO., MONTREAL, Selling Agents, Province of Quebec

NAMCO

U.S. STANDARD CAP AND SET SCREWS



STANDARD

V. and U.S.S. Semi-finished Nuts
V. and U.S.S. and S.A.E. Cap Screws
S.A.E. Plain and Castellated Nuts
V. and U.S.S. Set Screws

SPECIAL

Screw machine product up to $2\frac{1}{4}$" diam., to specifications. Hardened and ground screw product—to specifications.

THE NATIONAL ACME COMPANY

MONTREAL, P.Q.

De Courcelles **G.T.R.R.**

New Canadian Product

Cold Drawn Steel in Large Flats Now Made by Canadian Drawn Steel Company.

The Canadian Drawn Steel Company, Limited, of Hamilton, Ontario, are now in a position to manufacture cold drawn steel in large flats up to 4 inches wide by 2 inches thick. The company have gone to considerable expense in equipping their plant to take in this additional range of sizes and are naturally anxious to secure as much business as possible to keep the new equipment in operation. They are also able to make squares and hexagons up to 3 inches and would be glad to receive inquiries from users of the larger sizes.

As heretofore this business has gone to the United States, the step taken by the Canadian Drawn Steel Company is an advance in the development of Canadian industry. Another product has been added to the list of Made-in-Canada goods, and should do its part towards cutting down unnecessary importations.

Cold Storage Plants

Prairie Cold Storage Corporation, Limited, to Build Plants in Western Canada

To meet the necessity for cold storage plants in Western Canada, the Prairie Cold Storage Corporation, Limited, of Winnipeg, recently incorporated with a capitalization of $2,000,000, are planning the erection of plants at Winnipeg, Brandon, Virden, Dauphin, Portage La Prairie and Port Arthur. Plans are now well under way in the hands of the corporation's architects.

According to the prospectus of the company, Winnipeg, the headquarters of the enterprise, will have a 100-ton plant with a storage capacity of 300,000 cubic feet. A contract has been entered into with the Arctic Ice Company, Limited, of Winnipeg, to supply the latter firm with ice for a period of 15 years and an ice-making plant is being erected in connection with the cold storage plant in order to take care of this contract.

At Brandon, Virden and Port Arthur 40-ton plants with a capacity of 100,000 cubic feet are projected. Portage La Prairie and Dauphin are each to have a 20-ton plant with a capacity of 50,000 cubic feet.

The estimated cost of the cold storage plant and ice factory at Winnipeg is $450,000. The cost of construction in the case of each plant is based on one dollar for each cubic foot of storage space.

The offices of the Prairie Cold Storage Corporation are at present with the Assiniboine Deelopment Company, Limited, of 611 McArthur Building, Winnipeg. The directors, who are Winnipeg business men include: Brig.-Gen. R. W. Patterson, C.M.G., D.S.O., Chas. F. Gray, consulting electrical engineer and mayor of Winnipeg, 1919-1920, Major R. M. McLeod, Lt.-Col. A. W. Morley, Lt.-Col. W. H. Schneider, John L. Thomas, managing director and J. Van Winkelen.

FIFTY YEARS OR MORE IN BUSINESS

The advertising section which begins on the opposite page, is an interesting and unique record of industrial achievement in Canada.

The Canadian Manufacturers' Association having just held its 50th Annual Convention and the story of this epochal meeting in the history of the Association being featured in this number, it was felt to be entirely appropriate that an opportunity should be given to those manufacturing companies, which were in existence at the time the C. M. A. was formed, to proclaim this fact publicly.

Ranged in the following section there will be found the announcements of several well-known industries which have been in operation in Canada for fifty years or more. Their record is one of which they may well feel proud. Starting in years gone by when Canada's population was small, when opportunities were limited and when obstacles in the way of industrial development were numerous and often insurmountable, they struggled along bravely and, amid the wrecks of many failures, succeeded in winning that success which places them to-day in the forefront of Canada's industrial corporations

We are sure that readers of "Industrial Canada" will look over this section with more than ordinary interest and that they will pay a tribute of respect and admiration to the veteran industries which have pioneered the way for the present wonderful industrial expansion in the Dominion.

New Asbestos Plant

Canadian Johns-Manville Company, Limited Undertakes Important Expansion.

The Canadian Johns-Manville Company, Limited, with sales offices at Montreal, Toronto, Winnipeg and Vancouver, who for some years have been operating one of the largest asbestos properties in the world at Asbestos, Quebec, have placed contracts for a large manufacturing plant to be located at that point. They will manufacture there all classes of asbestos products formerly imported from the United States, including asbestos roofings, asbestos shingles, packings, pipe covering, asbestos textiles, brake band lining, etc.

The Temiskaming Pulp & Paper Company, Limited, recently incorporated under the presidency of Alexander Fasken of the Toronto legal firm of Fasken, Robertson, Chadwick, Sedgewick and Aitchison, have acquired their site near Haileybury, Ontario, and are proceeding with the erection of buildings there.

New Quebec Industry

Asbestonos Company, Limited, Manufacturing Brake Lining at East Broughton, Quebec.

East Broughton, Quebec, the centre of the asbestos district, is now the home of a new industrial enterprise, the Asbestonos Company, Limited. On May 1st they commenced the manufacture of brake linings for automobiles with a force of twenty employees.

The plant consists of three buildings, the principle one being a two storey structure 111x37 feet. There is a small boiler building 20x25 feet and another shed 15x20 feet. The capacity is estimated at one million feet of brake lining per year.

Joseph Poulin, who organized the company, is also president and general manager. The capitalization is $149,000, of which $100,000 is paid up.

Use Founder's Name

Canadian Chicago Bridge & Iron Company, Now the Horton Steel Works, Limited.

The Canadian Chicago Bridge and Iron Company, Limited, of Bridgeburg, Ontario, and Montreal, Quebec, have changed their corporate name to Horton Steel Works, Limited, according to an announcement made by C. H. Scheman, general manager of the company.

The new name has been selected in honor of the late Horace E. Horton, who founded the organization in the United States in 1865. The Canadian organization were first incorporated in 1913 and the plant at Bridgeburg, Ontario, was constructed in that year.

Mr. Horton was one of the pioneer engineers of North America. Starting with a timber bridge at Orinoco, Minnesota, in 1865, Mr. Horton developed a large business in the design, fabrication and erection of bridges, steel tanks, etc. In the early ninties, he revolutionized the steel tank business by inventing the hemispherical-bottom elevated steel tank of which thousands are now in use throughout the world. A few years ago his son, George T. Horton, now president of the Horton Steel Works, Limited, invented the elliptical bottom tank with rivetted steel riser which was a further advance in the art of steel tank building.

The corporation have supplied the railroads and many industrial organizations with plate metal products. The company have a tried organization with their own operating officials, a complete plant, erection forces and contracting organization. In addition to Mr. Scheman, G. S. Sangdahl is district sales manager at Montreal, C. C. Gregory is manager of plant, and F. E. Gregory, superintendent of erection. The main office and works are at Bridgeburg, Ontario.

To Start Mill

McCraney Lumber Company, Limited, of Hamilton Are Granted Charter.

The McCraney Company, Limited, of Hamilton, were recently granted a charter and have secured the township of McCraney, situated east of Scotia Junction on the old Canada Atlantic Railway. The company are arranging to have a mill at Mileage 328, which will be known as "Round Lake." The cut will be principally hardwood, and it is expected that about 2 000 000 feet per year will be taken out. Operations have already commenced for clearing the mill site, which is said to be in the finest birch territory known in Canada.

Guy H. Long, is the president of the McCraney Lumber Company; Peter Duff, vice-president; A. E. Graydon, secretary-treasurer; F. R. Burton and J. McManus, directors. Mr. Duff is an able bush lumberman and Mr. Graydon is a practical sawmill man, while Mr. Long and Mr. Burton are associated with the Long Lumber Company, Hamilton, and are widely known in the wholesale lumber ranks. The capital stock of the new company is $40,000.

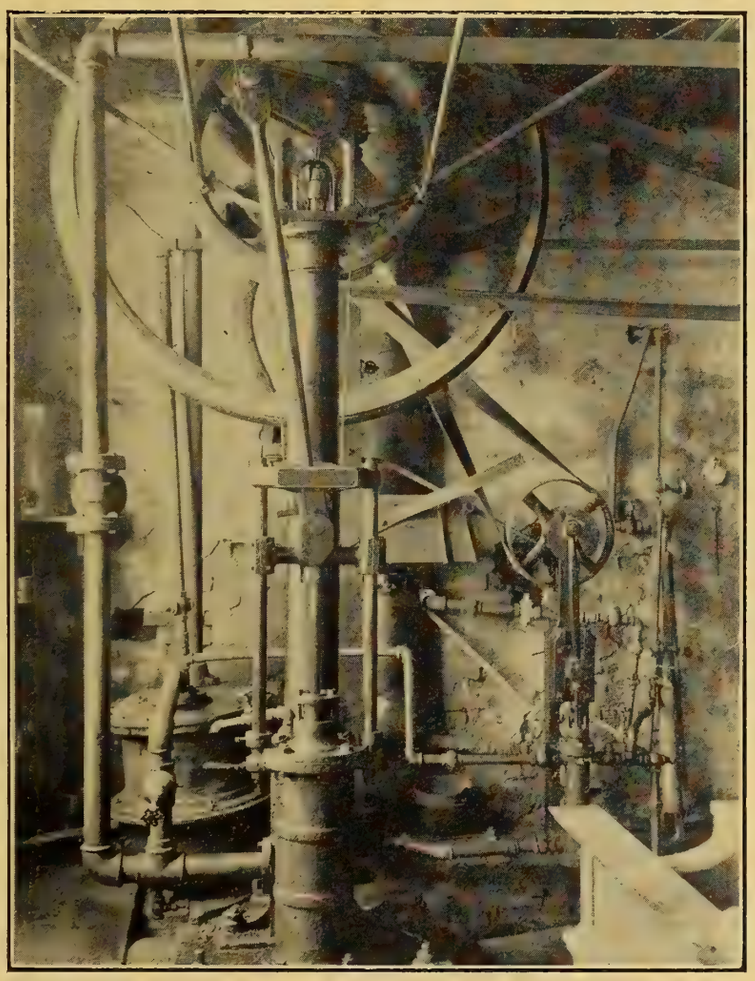
Established 1849

THE NAME

Goldie & McCulloch

SIGNIFIES

QUALITY and DURABILITY



This Engine built and installed nine years before Confederation is still running in the plant of Chas. Barber & Son, Meaford

The products turned out by Goldie & McCulloch today include horizontal and vertical steam engines, steam turbines, return tubular and water tube boilers, reciprocating and centrifugal pumps, condensers, air pumps, etc., heaters, tanks, stacks, safes, vaults and safety deposit boxes.

The same faithful adherence to high standard of quality and workmanship which produced the above engine is maintained on our present day products.

The Goldie & McCulloch Co., Limited

Head Office and Works: GALT, ONTARIO, CANADA

TORONTO OFFICE
Suite 1101-2
Bank of Hamilton Bldg.

WESTERN BRANCH:
248 McDermott Ave.
Winnipeg, Man.

QUEBEC AGENTS:
Ross & Greig
400 St. James St., Montreal, Que.

BRITISH COLUMBIA AGENTS:
Robt. Hamilton & Co.
Vancouver, B.C.



Fifty Years of File Making

It is not economical to use a file after it ceases to cut keenly and do efficient work. The extra time taken to do a job is worth more than the cost of a new file.

Our faithful adherence to the highest standards has convinced Canadian file users that they receive full value before files bearing our brands lose their efficiency. They are:

Kearney & Foot - Great Western
American - Arcade
Globe

Fifty years' experience in making the highest quality of files and rasps is behind all

FILES AND RASPS

Made in Canada by

Nicholson File Company

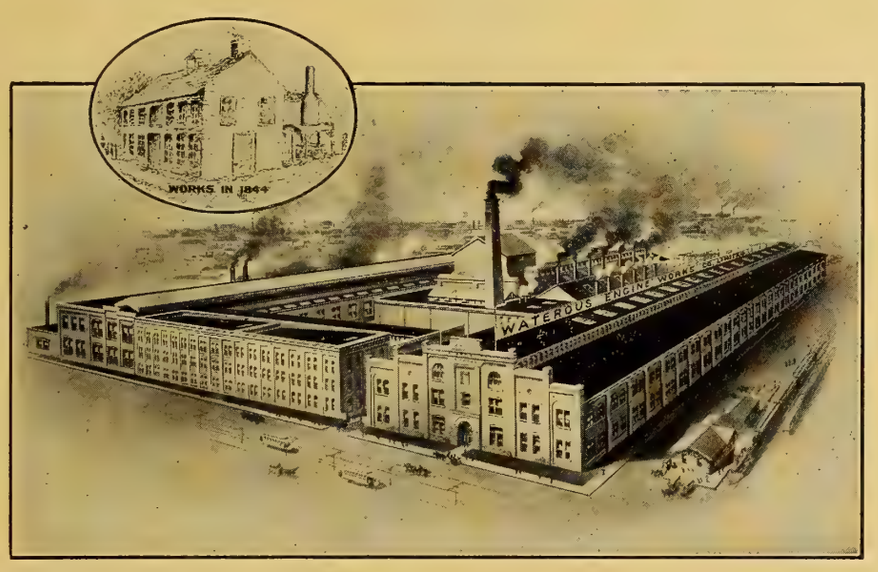
PORT HOPE - ONTARIO

1844 1921

77 Years of Progress

Brantford was an unincorporated hamlet. Canada itself had yet 23 years to wait for confederation, when the forerunner of the present immense Waterous plant began activities on what is now Post Office Square.

The picture below brings out the progress that has taken place in 77 years.



A 77-Year Contrast

The first products of the original plant were ploughs and stoves, then lumbering equipment and sawmill machinery, the requirements of pioneer life. With the development of the country the Waterous Company has kept in step with growing needs and today the company has a very wide range of products including:

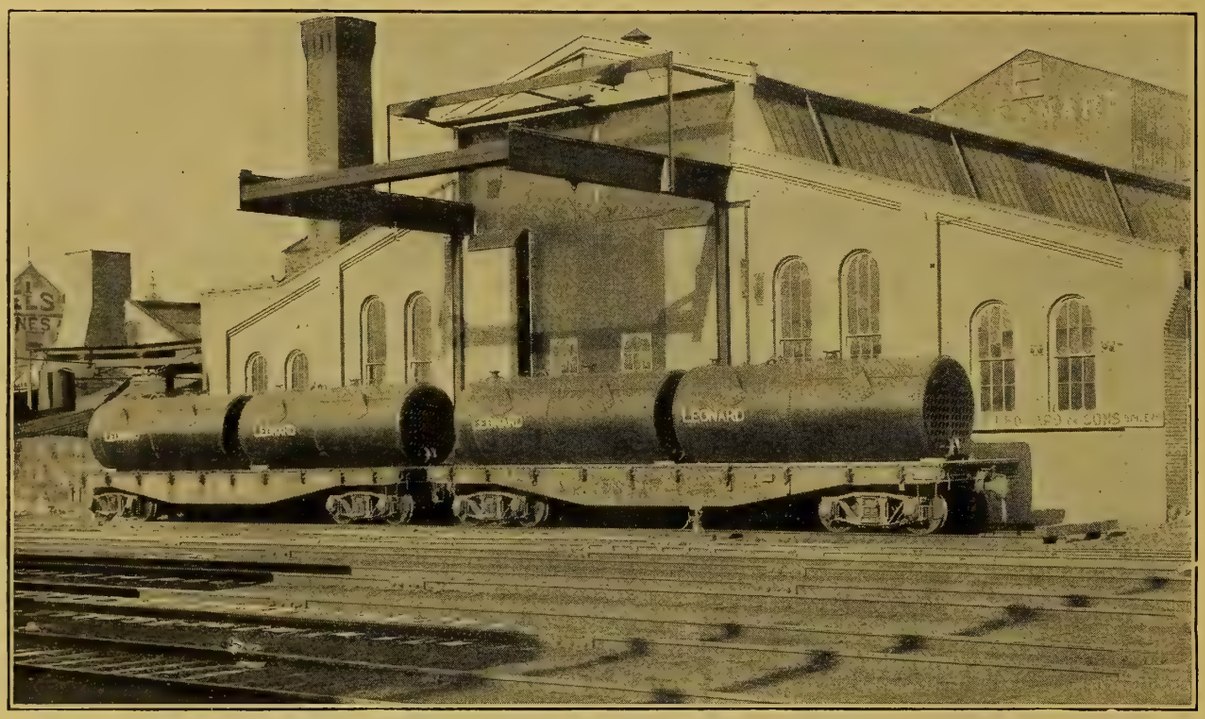
Boilers	**Elevators and Conveyors**	**Power Plant Equipment**	**Road Rollers**
Saw Mill and Pulp Preparing Material	**Engines**	**Heavy Castings**	**Fire-Fighting Apparatus**

STEEL PLATE WORK

Steel Retorts	**Air Tanks**	**Pressure Tanks**	**Washing Tanks**
Steel Reservoirs	**Gas Tanks**	**Storage Bins**	**Settling Tanks**

The Waterous Engine Works Co., Limited

BRANTFORD, ONTARIO



Shipment of Four 150 H.P. (72 in. x 18 ft.) Return Tubular Boilers for 150 lbs. working pressure

We make the following types of Boilers:

Connelly Water Tube
(Patented U.S. and Canada)

Return Tubular

Locomotive

Fire Box Heating

Upright

We specialize in the making of:

Smoke Stacks

Tanks of all Types

Plate Work of any Description

Grey Iron Castings

SEND US YOUR ENQUIRIES

E. LEONARD & SONS, LIMITED

Head Office and Works: LONDON, CANADA

Est. 1834

86th Year

BRANCHES:

1790 St. James St., Montreal, P.Q. 62 Water St., St. John, N.B.

86th Year

AGENTS:
The Arthur S. Leitch Co., Ltd., 1001-1002 Kent Building, Toronto, Ont.
Wm. W. Hicks, 567 Banning St., Winnipeg, Man.
George Stewart, 5 Lineham Block, Calgary, Alta.
Vancouver Machinery Dept., Ltd., Vancouver, B.C.
Thos. A. Pippy, Waldegrave St., St. Johns, Nfld.

LEONARD

1855 - 1921

Sixty-six Years Development

OF

TAYLOR SAFES

J. & J. Taylor began business in a modest way in 1855, with the aim of producing a safe that would assure absolute protection against fire. For sixty-six years, we have concentrated on this idea, and to-day the man who uses a Taylor Safe has the highest achievement in impregnable security for his valuables.

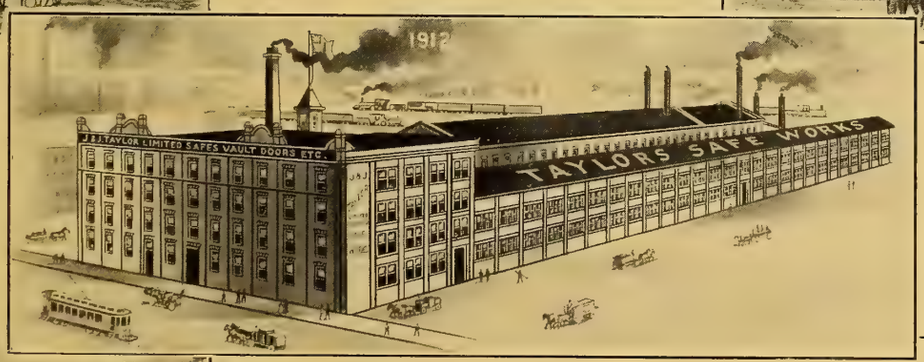
The present extensive plant of the Taylor Safe Works is testimony of the success which has crowned our efforts, and no firm or individual doing business in Canada, should be without the protection for valuable papers that a Taylor Safe provides.

Made in 40 sizes
all one quality



EVIDENCE OF OUR STEADY GROWTH FOR OVER HALF A CENTURY







J. & J. TAYLOR

LIMITED

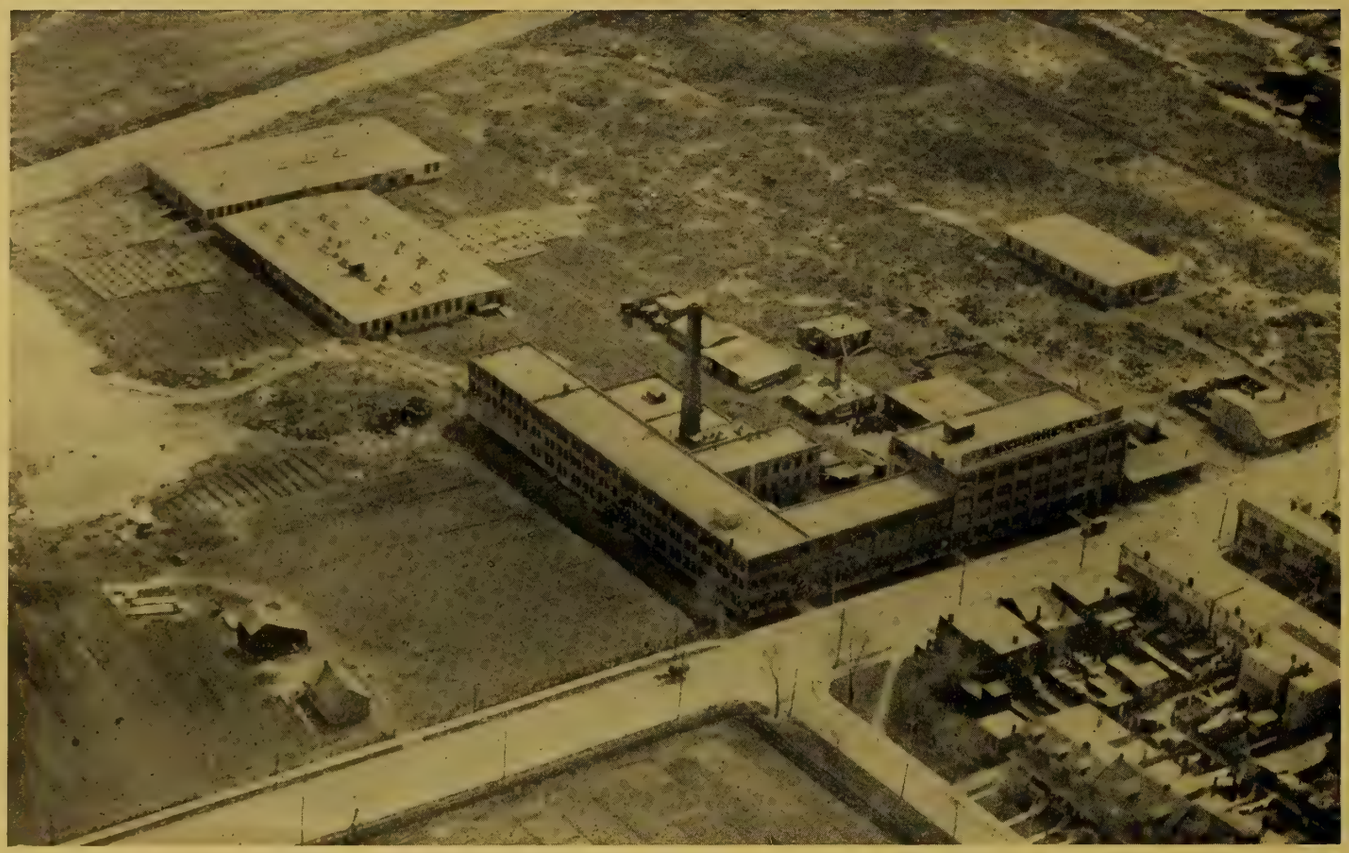
Toronto Safe Works

TORONTO



Branches at
Montreal, Winnipeg, Vancouver

ESTABLISHED 1852



Our Present Modern Plant 633-661 Eastern Avenue, Toronto

THE above illustration will give you an idea of the enormous daily output of the famous Clarke's Patent Leather. In the upper left hand corner can be seen a large addition to our enamelling department. Therefore the boast:

The Largest Patent Leather Manufacturers in the British Empire

A. R. CLARKE & CO., LIMITED

MONTREAL TORONTO QUEBEC

"Over 70 Years of Service"

OUR HOME BACK IN



1851

WE GREW TO THIS IN



1880

AT PRESENT

BRASS FOUNDERS



IRON FOUNDERS

Manufacturers and Metal Workers

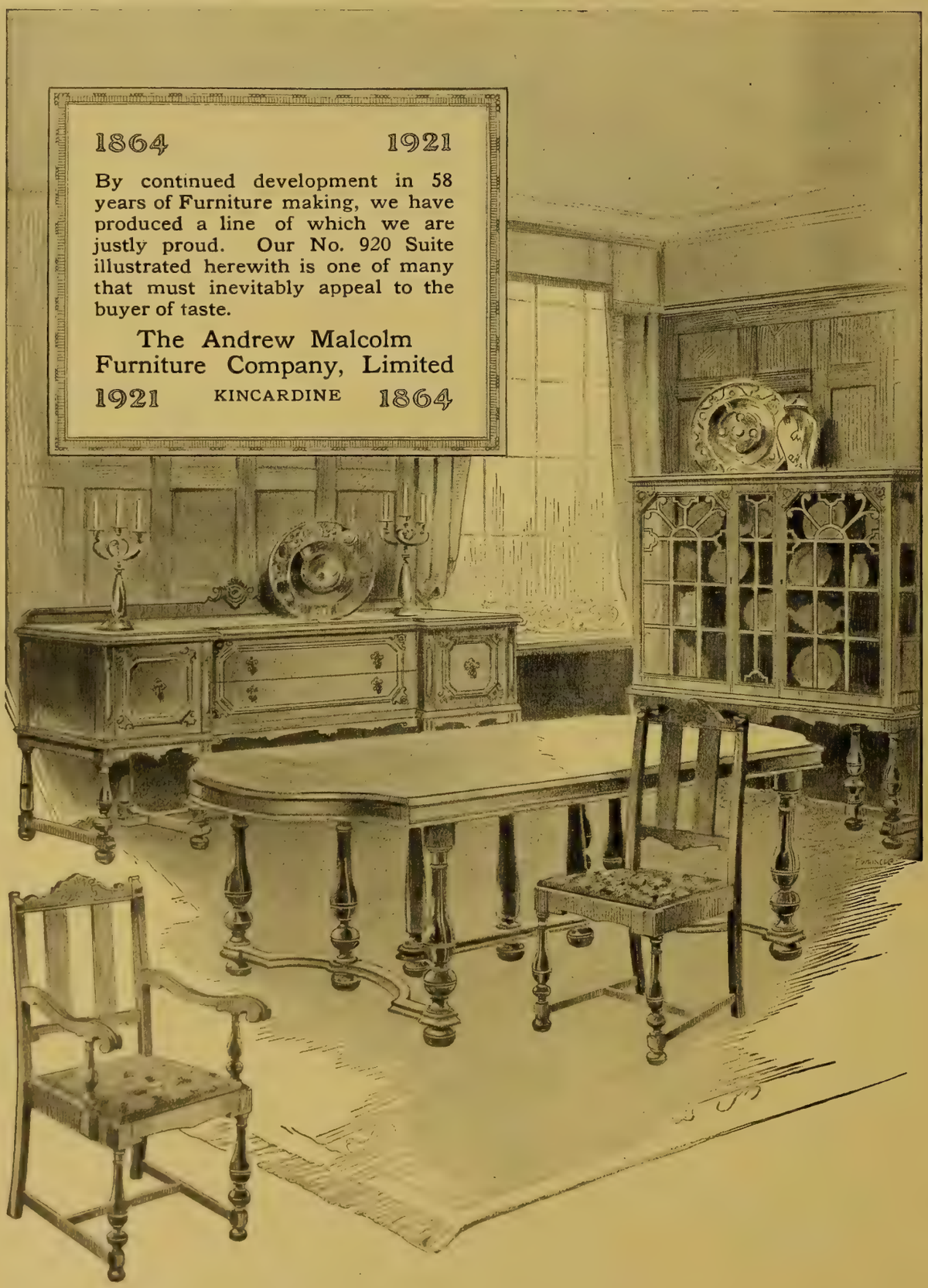
Aluminum, Brass, Bronze, Copper, Iron and Alloys.

Railway Car and Ship's Fittings.

Architectural, Electrical, Spinning and Tablet Work.

The Robert Mitchell Co., Limited

64 Belair Avenue, Montreal


1864 1921
By continued development in 58 years of Furniture making, we have produced a line of which we are justly proud. Our No. 920 Suite illustrated herewith is one of many that must inevitably appeal to the buyer of taste.
The Andrew Malcolm Furniture Company, Limited
1921 KINCARDINE 1864

Founded 1860

THE Hunter-Rose Company, Limited

Toronto

A Bit of History

A retrospect into the records of the Hunter-Rose Company, Limited, brings to the front many interesting facts pertaining to its history, not the least interesting is the bearing which the growth and development of the Dominion during the last half century has exerted on the Company's fortunes.

II. In the ancient City of Quebec, in 1860, at the time the seat of Government, Messrs. Robert Hunter and George Maclean Rose established a Printery under the style of Hunter-Rose & Company to carry out a contract for the printing of the Houses of Parliament.

III. Ottawa being made the Capital in 1865, and the firm having secured another contract, it was necessary to transfer the entire plant to that City.

IV. In 1868, after the inauguration of the Provincial Legislatures, the late Hon. John Sanfield Macdonald arranged for a branch of the business to be located in Toronto, to take full charge of the Parliamentary print ing for the new Ontario Government.

V. Both the Ottawa and Toronto plants were maintained until the completion of the Dominion contract in 1871, when the entire business was concentrated at 68 King West, Toronto.

VI. In 1873, the firm constructed a large building at 25 Wellington Street West, which they occupied until 1998, when they moved to the Temple Building to further facilitate the handling of their business.

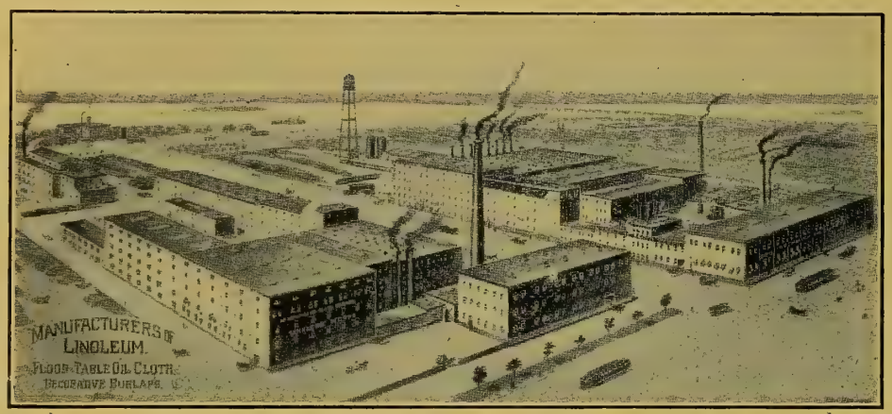


12-14 SHEPPARD STREET, TORONTO

VII. In 1895 the concern was incorporated as a Limited Liability Company. In 1907, the business, having outgrown its quarters in the Temple, it was decided to erect a complete modern printing office of their own, and the building was begun on Sheppard Street in September of that year. These are the premises now occupied, having double the floor space vacated in the Temple Building, making one of the largest printing plants in the Dominion.

LINOLEUMS THAT WEAR
ARE MADE
IN THIS MODERN PLANT

Quality is Built into our Products



They are made to meet every Canadian Requirement

OUR PRODUCTS COMPRISE

Plain and Printed Linoleums, Battleship Linoleum, Cork Carpet, Floor Oilcloths, Feltol Floor Covering, Table and Enamelled Oilcloth, Santite Wall Covering, Decorative Wall Burlaps, Floor and Stair Oilcloth, etc.

Dominion Oilcloth & Linoleum Co., Ltd.
MONTREAL - - CANADA

WELLAND VALE TOOLS

Have been on the MARKET for 50 YEARS, and are still the STANDARD for QUALITY and DURABILITY

Saws, Axes, Picks, Mattocks, Grub Hoes, Crowbars

TRADE MARK

ESTABLISHED 1869

Agricultural Forks, Rakes, Scythes, Hoes, Hand Cultivators

Apply for Catalogue *Special Attention to Export Orders*

The Welland Vale Manufacturing Co., Limited
ST. CATHARINES CANADA

Geo. B. Meadows Limited

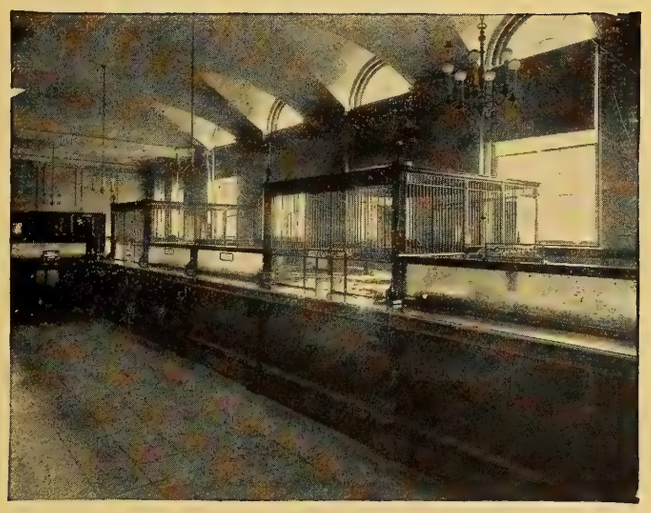
Established 1854. Incorporated Ontario Company 1898. Incorporated Dominion Company 1920

Serving the People of Canada
for 67 Years

Our Name Is Our Guarantee



PRODUCED IN OUR
STEEL FURNITURE DEPARTMENT



PRODUCED IN OUR
WIRE AND GRILLE DEPARTMENT

CLOTHES LOCKERS
STATIONERY CABINETS
FILING CABINETS
TRANSFER CASES
TABLES
VAULT SHELVING

CASHIERS' CAGES
BANK GRILLES
WIRE PARTITIONS
COAL SCREENS
SAFETY GUARDS
WIRE CLOTH

GEO. B. MEADOWS LIMITED

479 Wellington Street West
TORONTO, CANADA

"MEAD-MORRISON"

CANADIAN MM CO

CANADIAN MM CO

Material Handling Machinery

The dependable service you have received from us has kept our shops operating continually for 59 years.

These shops include the pattern, foundry, machine, plate boiler and the shipways. They are always at your service.

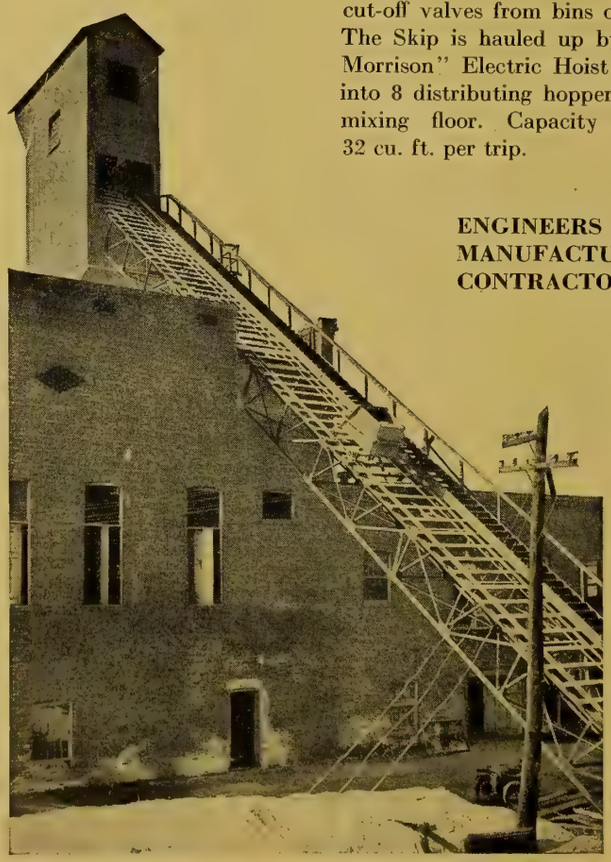
Your purchase of Canadian made goods keeps our factories open and affords employment to Canadians.

Steam Hoists
Electric Hoists
Mine Hoists
Dredges
McCaslin Bucket Conveyors
Derricks
Grab Buckets
Coal Handling Bridges
Ore Handling Bridges
Boiler House Equipment
Skip Hoists
Fueling Barges
Coaling Towers
Car Dumpers
Cranes, etc.

AGENTS
Harvard Turnbull, Toronto
Kelly Powell, Winnipeg
Robert Hamilton, Vancouver
Ferguson and Palmer, London, Eng.

ONE OF TWO SKIP HOISTS BUILT FOR CONSUMERS GLASS COMPANY

Material is fed into Skip through cut-off valves from bins on the right. The Skip is hauled up by a "Mead-Morrison" Electric Hoist and dumps into 8 distributing hoppers above the mixing floor. Capacity each skip, 32 cu. ft. per trip.



ENGINEERS
MANUFACTURERS
CONTRACTORS

CANADIAN MEAD-MORRISON CO
LIMITED
285 BEAVER HALL HILL
MONTREAL
WORKS: WELLAND ONT.

He Founded The E. B. Eddy Co.

70 Years Ago



EZRA BUTLER EDDY
Born Aug. 22, 1827—Died Feb. 10, 1906



THE EDDY FIRE PAIL
A one-piece Fire Pail that will never bulge, leak or fall apart

Sixteen years before the Fathers of Confederation planned the charter of Canada's nationhood, Ezra B. Eddy had laid the foundations of the organization which bears his name today and the very vastness of which is now a lasting monument to his enterprise and resourcefulness.

It was but a small beginning as compared with present day standards but the will to accomplish was there—the will to serve—the determination to build a business on the surest foundation of all —**Better Quality.**

And Ezra B. Eddy builded well. From that little rented shack where, 70 years ago, he made the first Eddy match there has grown up the present vast organization, still producing matches —more than 30 different varieties of them now— as well as Indurated Fibreware Utensils and Paper Specialties.

The Eddy Company today, true to the example of its founder, maintains the highest standard of excellence in everything it produces. The name Eddy has come to be regarded everywhere as a symbol of Quality—a guarantee of real value in Canadian Products for Canadian People.

Some E. B. Eddy Company Lines
In Addition to Matches

Indurated Ware—including Milk Pails, Water Pails, Fire Pails (as illustrated), Wash Tubs, Wash Boards, Butter Tubs, Barrel Covers, etc., Paper Towelling and Toilet Papers, Paper Bags, Serviettes, News Print Paper, Etc.

The E. B. Eddy Co., Limited

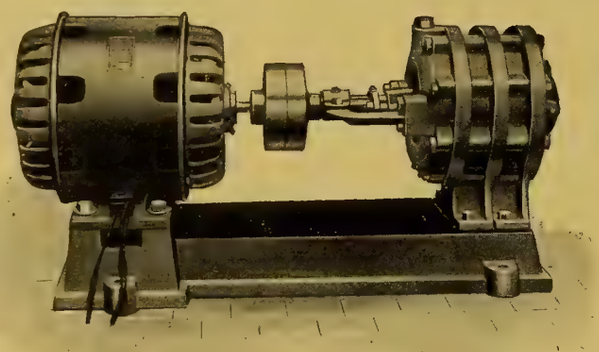
FOUNDED 1851

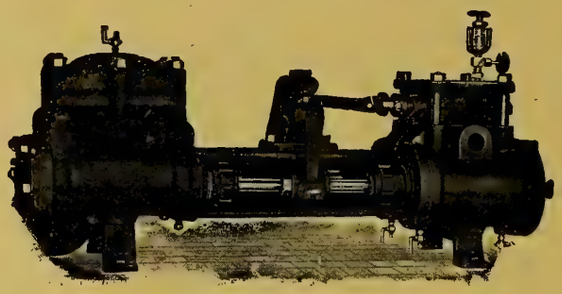
HULL, CANADA

1870 1921

The Smart-Turner Machine Co., Limited

Hamilton - Ontario



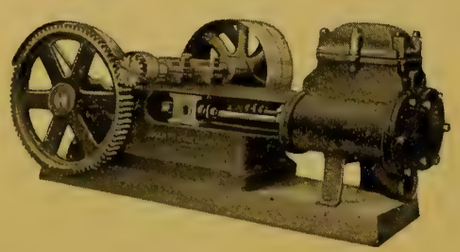


THIS business was established by Mr. Joseph Killey prior to 1870 for the manufacture of Engines, Boilers and Pumps. He reorganized it about 1886, taking in as a partner the late Mr. William Osborne and operating under the name of the Osborne, Killey Co. The business was extended about this time and a good deal done in town and city water works pumps. About 1890 Mr. Killey went out of the business and Mr. Warswick was taken in to partnership with Mr. Osborne under the name of Osborne-Warswick Company. Early in 1892 the business was taken over by Messrs. Nie & Whitfield and continued in this way until 1896 when Mr. Whitfield severed his connection with it and from that time until 1899 it was operated by Mr. Nie under the name of A. J. Nie. In 1899 the business was purchased by Mr. W. G. Smart, who then took in Mr. I. Eby and it was operated as The Smart-Eby Machine Co., Ltd. until 1902, when Mr. Eby left business and Mr. J. A. Turner joined it. From that time until the present it has been operated as The Smart-Turner Machine Co., Limited, particular attention being given to Pumping machinery, which became the firms principal line. In the Spring of 1915 an entirely new line was added, namely—Steel Barrels. Since the concern was taken over by the present management it has made steady progress and the large experience gained during the past fifty years enables the present firm to serve an ever increasing clientele to the best possible advantage.



We take this opportunity of extending to the Canadian Manufacturers' Association our best wishes for many years of business success and prosperity.





Established **1863**

Established **1863**

E. Leadlay & Co.

Wool Pullers Dealers Importers Exporters

FIFTY years ago the Canadian Manufacturers Association was founded in Toronto and at this time a young Englishman had for some years been laying the foundation of a wool pulling business, now known from one end of Canada to the other, and which from very modest beginnings has grown to a capacity of 3000 skins per day.

MR. EDWARD LEADLAY, the founder of the business was born in Yorkshire England, in the year 1827. He came to the United States when a young man, where he engaged in the milling business in the State of New York, but when on a trip to Canada he saw enough to convince him of the resources of this country and decided to make his home here.

In 1863, he started business in Toronto, dealing in grain, wool and hides. A short time later he started a pulling factory east of the Don River. Some time later the pullery was moved to its present site, 896 Queen Street, West. A few years after Mr. Thomas Hook was taken into partnership and the business thereafter carried on under the name of E. LEADLAY & CO. A warehouse was purchased at the corner of West Market and Front Streets, which has been used ever since and in which the head office of the company is located.

In 1895 MR. PERCY LEADLAY, son of MR. EDWARD LEADLAY, was admitted to the firm. He has carried on the business since the death of MR. LEADLAY, SR., in September, 1899 and the retirement of Mr. Hook a few years later.

The firm continued to grow, and from a capacity of a few hundred skins per week has now attained a capacity of 3000 per day, equal to a car of wool. As sufficient skins cannot be secured in Canada importations are made from Australia, New Zealand, South America, Cape Colony and other parts of the world. In addition to the pulling of sheep skins they carry on an extensive business in foreign and domestic wool, hides and skins.

The occasion of the Association's Golden Jubilee is taken to extend the most cordial greetings to our fellow members of the Canadian Manufacturers' Association all over Canada, with many of whom we have had the best of business relations through more than two generations.

E. Leadlay & Co.

OFFICE AND HIDE AND WOOL DEPT.
87 FRONT STREET EAST

PULLERY
896 QUEEN STREET WEST

Toronto, Ontario

Pressure Reducing Valve for Steam or Air.



Established 1864

TRADE MARK J.M.T. REGISTERED A GUARANTEE OF QUALITY

Reliable Steam and Water Goods

50 Years Ago We manufactured about twenty different lines of **Quality** Brass Goods.

To-day We make over five hundred varieties of brass and iron goods for the engineering trade, the heating and sanitary engineer.

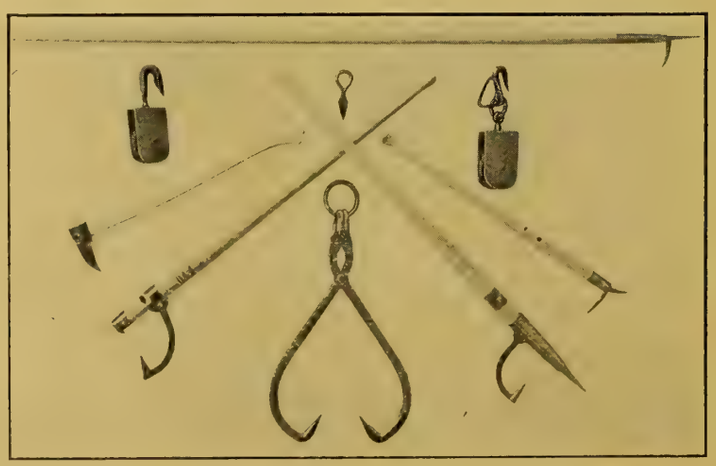
Our No. 60 Catalogue contains 600 pages. 1600 illustrations.

The James Morrison Brass Manuf'g Co., Limited

93-97 ADELAIDE STREET WEST, TORONTO

For over 55 years we have been manufacturing lumbering tools of all kinds at our plant in PEMBROKE, ONTARIO

1866



1921

For over half a century PINK'S LUMBERING TOOLS have been the standard of quality both in Canada and abroad. Only last month we filled orders for our tools for India and Australia.

THOMAS PINK COMPANY, LIMITED

PEMBROKE, ONTARIO



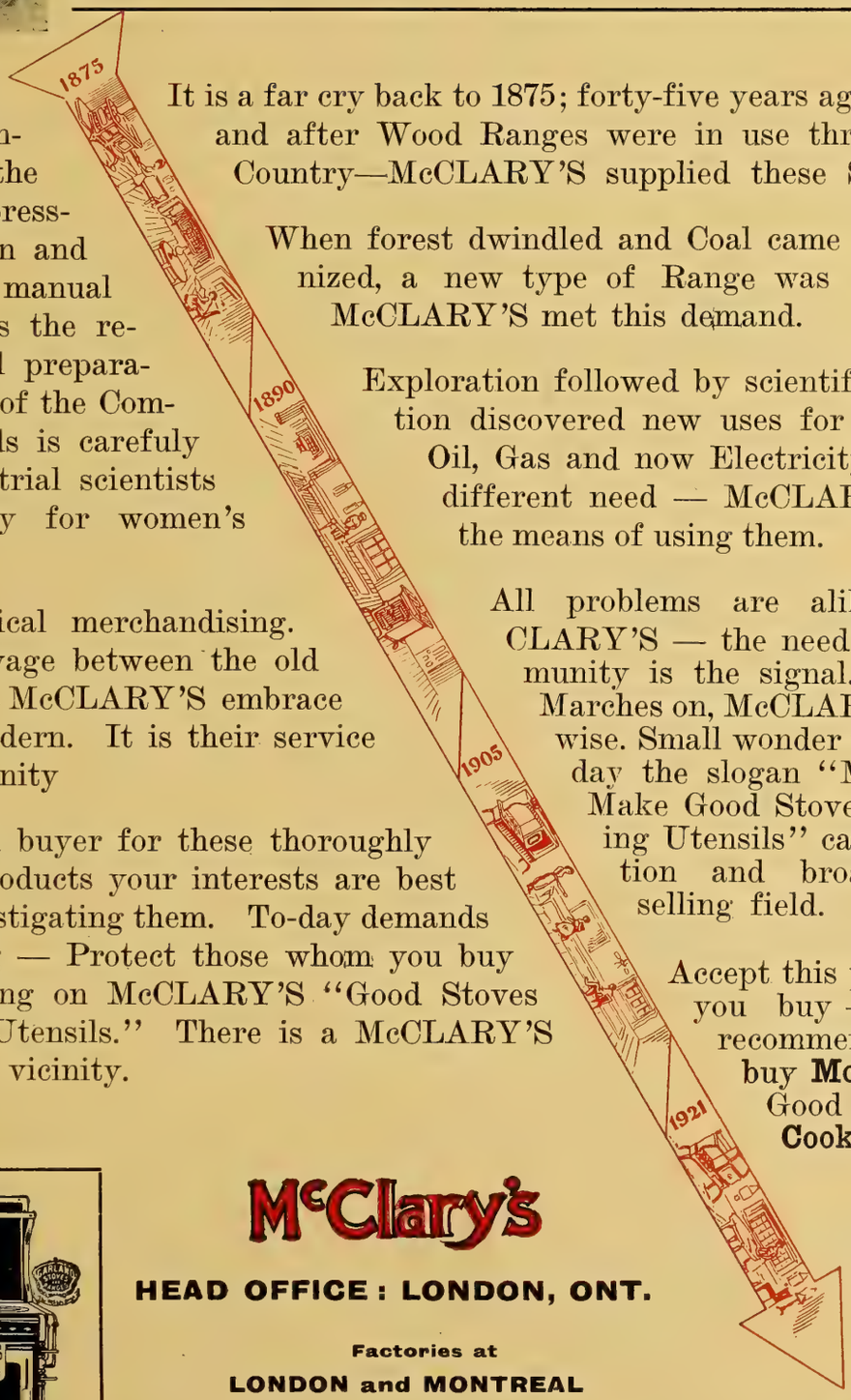
1847 - - - 1921

Progress Marches On So Does --- McClary's

McCLARY'S modern Foundry is where the thought is expressed in Cast-iron and steel. Before manual effort fashions the result of mental preparation the pulse of the Communities' needs is carefuly tested. Industrial scientists clear the way for women's easier day.

This is practical merchandising. It is the cleavage between the old and the new. McCLARY'S embrace everything modern. It is their service to the community

As a potential buyer for these thoroughly modernized products your interests are best served by investigating them. To-day demands careful buying — Protect those whom you buy for, by insisting on McCLARY'S "Good Stoves and Cooking Utensils." There is a McCLARY'S dealer in your vicinity.



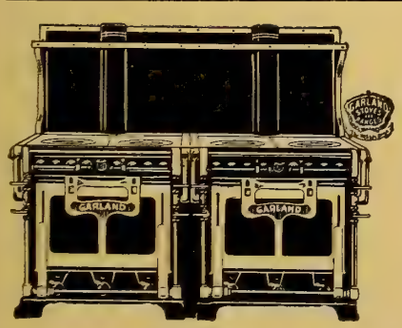
It is a far cry back to 1875; forty-five years ago, yet before and after Wood Ranges were in use throughout the Country—McCLARY'S supplied these Stoves.

When forest dwindled and Coal came to be recognized, a new type of Range was demanded—McCLARY'S met this demand.

Exploration followed by scientific investigation discovered new uses for other fuels; Oil, Gas and now Electricity each fill a different need — McCLARY'S supply the means of using them.

All problems are alike to McCLARY'S — the need of the community is the signal. Progress Marches on, McCLARY'S do likewise. Small wonder then that to-day the slogan "McCLARY'S Make Good Stoves and Cooking Utensils" carries conviction and broadens their selling field.

Accept this proof—when you buy — buy, and recommend others to buy **McCLARY'S** Good **Stoves** and **Cooking Utensils.**



Garland Range

We are now building and marketing "Garland" Hotel Gas Ranges with the all hot top. Write to nearest branches for complete information.

McClary's

HEAD OFFICE : LONDON, ONT.

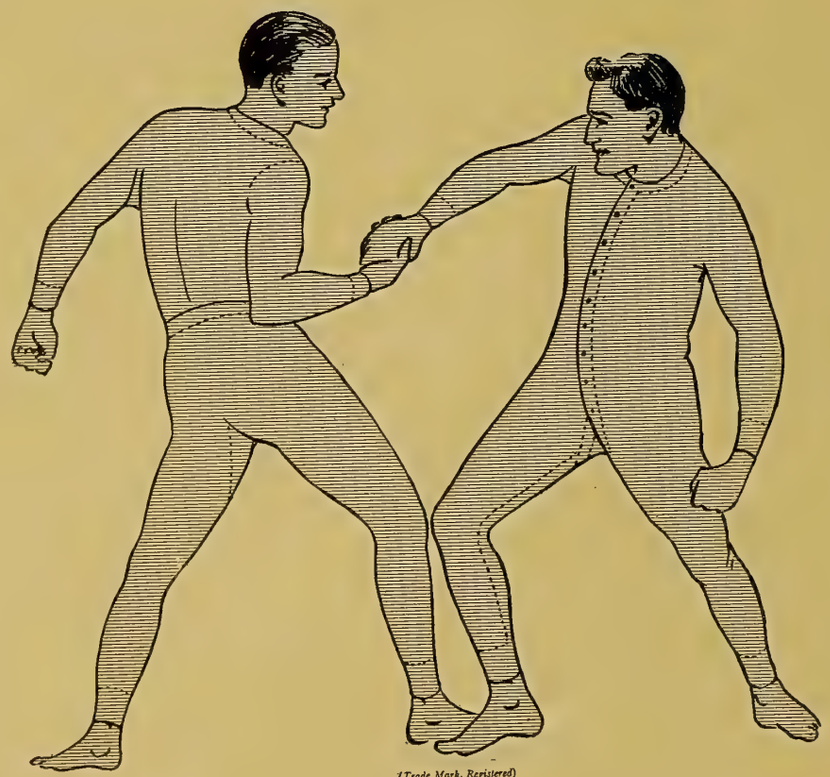
Factories at
LONDON and MONTREAL

Distributing Warehouses
London, Toronto, Montreal, Winnipeg, Vancouver, St. John, N.B., Hamilton Calgary, Saskatoon, Edmonton

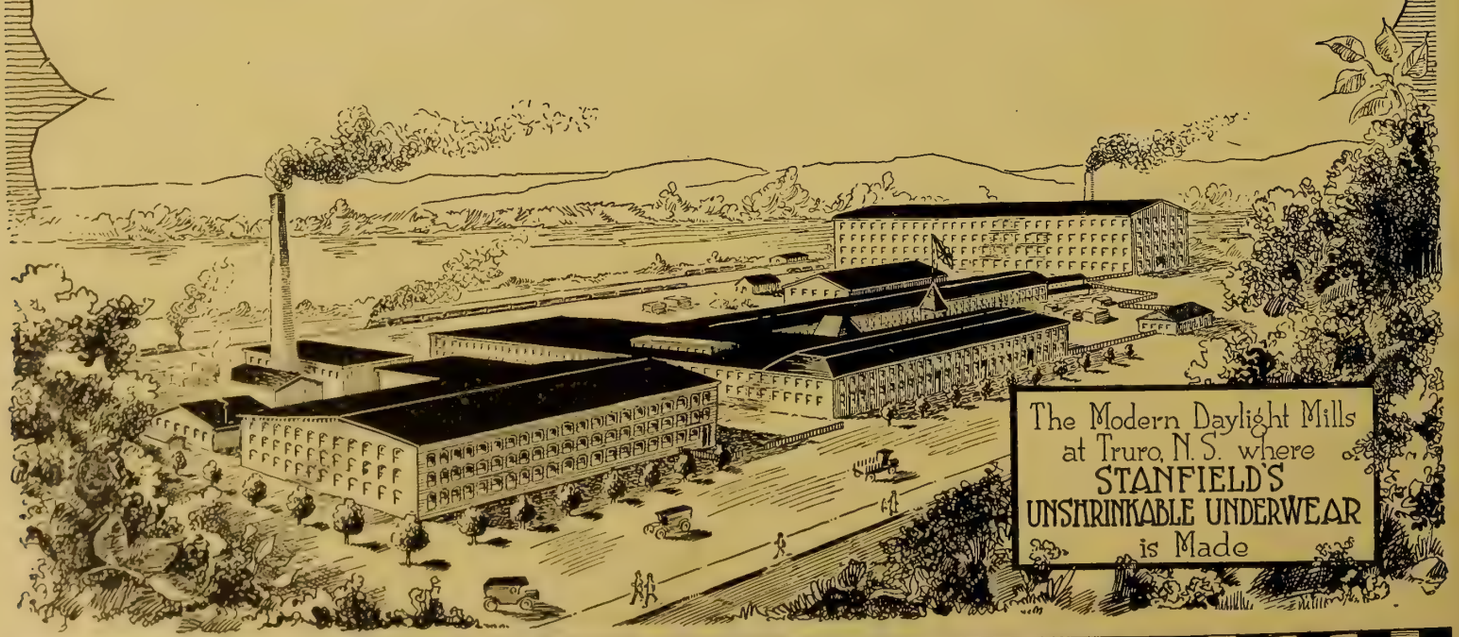
Sold by a McClary's Agent in your vicinity.



1870 STANFIELD'S Unshrinkable UNDERWEAR 1921



(Trade Mark, Registered)



"It wears longer"

1870 STANFIELD'S Unshrinkable UNDERWEAR 1921

First Stanfield Mill established at Tyron, P.E.I., in 1856

Stanfield Mills located at Truro, N.S., in 1870

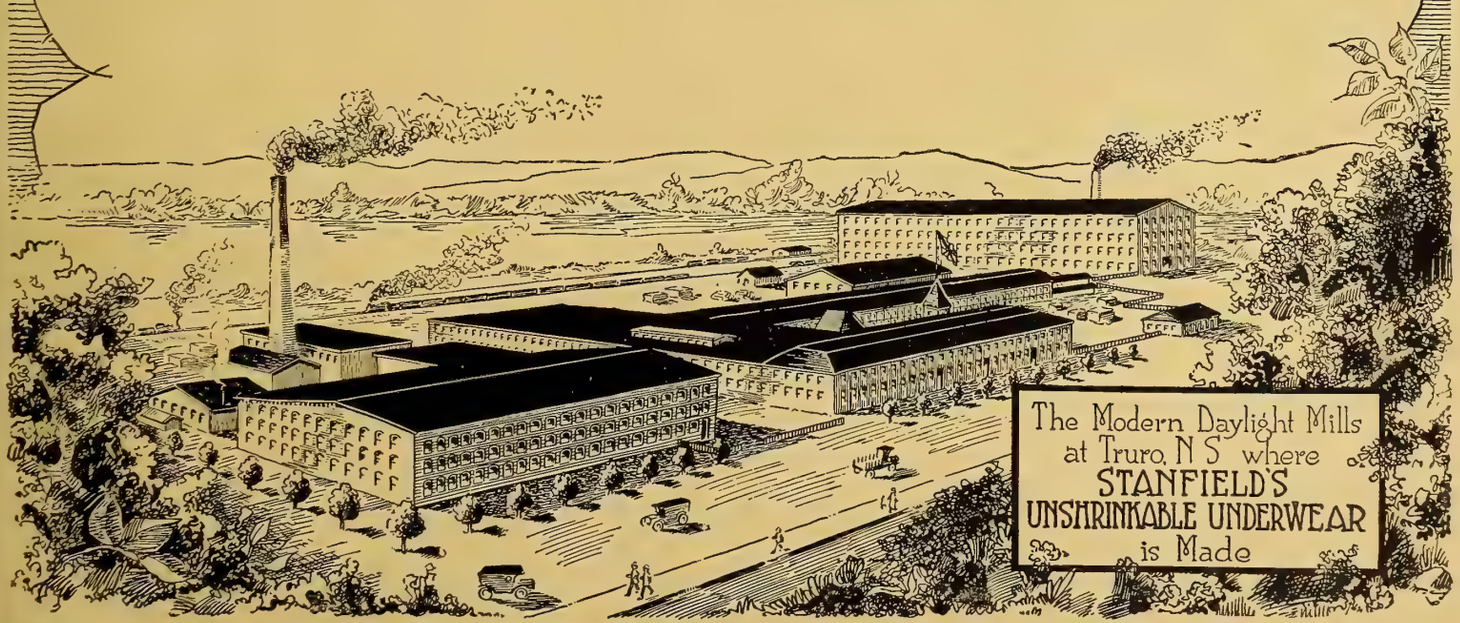
New Plant constructed in 1882

Stanfield's Limited incorporated in 1896

Golden Jubilee in 1921

The Jubilee of Stanfield's Limited crowns with success the achievement of a Canadian institution which occupies its present proud position because of a rigid adherence to the fundamentals of sound business—making an essential article, making it better and keeping the price right.

The success of Stanfield's Limited is a living proof that the Canadian Manufacturer—in ideals, ability and resourcefulness—equals any others in the world; and that "Made-in-Canada" goods have established a reputation for quality and value second to none.



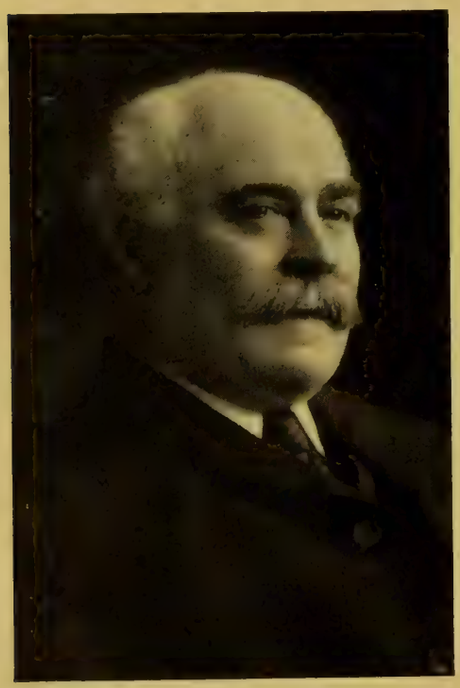
"It wears longer"

The Wm. Kennedy & Sons, Limited

Owen Sound, Ontario

1857-1921 A Sixty-four Year Old Canadian Industry with a Remarkable Record of Progressive Development.

IT was in the year 1857—ten years before there was such a body politic as the Dominion of Canada, that the late William Kennedy began a millright and foundry business in Owen Sound, in the little frame building illustrated.



MATTHEW KENNEDY, President and Gen. Mgr.

Mr. Kennedy, who died in 1885 came to Upper Canada from Scotland in 1831. In the year 1860 three of his eight sons, Thomas, Matthew and William, joined the firm which was thereafter known, (until its incorporation), as William Kennedy & Sons. At this time the firm's operations included the manufacture of sash and doors as well as machine shop and foundry work. But in 1868, the woodworking end of the business was discontinued and the firm began to specialize in turbine water wheels, heavy shafting, gears, pulleys and other hydraulic equipment.

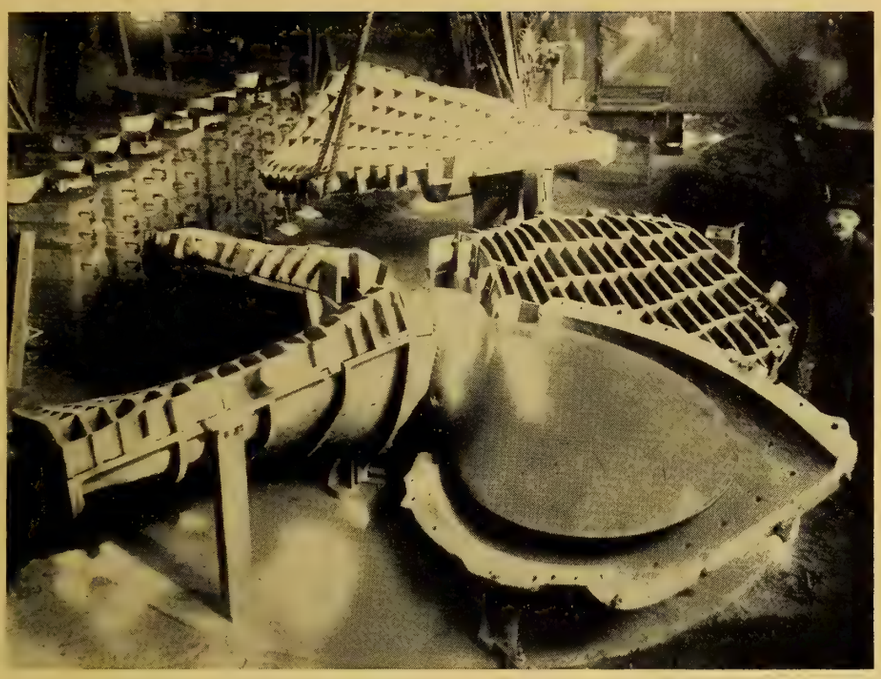
In 1873 the company's operations were extended to include ship's propellers, and the progress made in this line is well shown by the accompanying illustrations which show a 17′ 6″ ship's propeller weighing over 10 tons, suspended from a travelling crane, and one of the same sized propellers in process of moulding.

During the war the company acquired the plant of The Northern Iron & Steel Company, at Collingwood. This is an open hearth steel plant and rolling mills. The following year the equipment of this plant was improved by the addition of an electric furnace, used principally in the manufacture of pig iron. The company, however, were producing steel before this, having established a Tropenas Steel plant at Owen Sound in 1899. It will be seen, therefore that the company has great scope in the types of steel they are able to produce.

The Kennedy plants at Owen Sound are modern in every way, it having been the company's consistant policy to keep up with the times and, quite often, a little ahead of the times. Consequently the various departments are laid out with the idea of getting the greatest possible economy of time and labour in routing work and material through the shops. The drafting rooms are connected with the pattern shops by a bridge. The pattern shop is located over a part of the machine shop. Adjoining the steel foundry is the sand mixing room where there is special equipment for obtaining speed and accuracy in mixing the sand and silicia clay for the moulding shops. The clay and sand are elevated into overhead storage tanks by bucket conveyors. From these tanks the materials drop through chutes into motor-driven mixer and grinder. From here the accurately mixed



Old Frame Building where the Kennedy's started business in 1858



Moulding large solid propeller—top section of moulding box removed to show pattern. Owen Sound Plant.

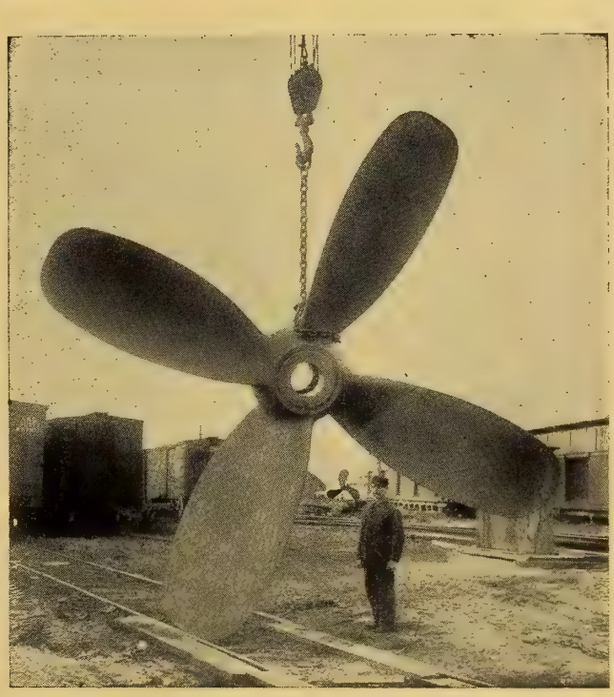
material is conveyed by a monorail system to various parts of the moulding floor.

All moulds are carried by travelling cranes from the moulding floor to the drying ovens from which they pass out at the further end, and are delivered by the same cranes to the casting floor.

At present the products of Wm. Kennedy & Sons, Limited, include:—Ship's propellers; Auxilliary ship machinery such as, anchors, windlasses, chain stoppers, steering engines, cargo winches, ash hoists, etc.; water power plant machinery; heavy transmission machinery, cut gears, etc. Steel and iron castings, Kennedy cutting-off machines for trimming forgings, and cutting heads off steel ingots; Bessemer steel and pig iron.

The water power machinery branch of the business which dates from 1868 has had wonderful development during the last fifteen years and numerous installations of the most modern power equipment have been made in all parts of Canada, including a large water turbine built for the Wahnapetae Power Co., of Sudbury, Ontario, several units of 4500 H. P. each for the Ottawa Hall Power Mfg. Co., as well as a number of special turbines for the big Hydro development at Campbellford on the Trent River.

The President and General Manager is Mr. Matthew Kennedy; First Vice-President, Mr. D. John Kennedy; Second Vice-President and Manager steel plant, Mr. Matthew Kennedy, Jr.; Secretary-Treasurer and Director and Manager, Iron Foundries and Machine Shop, Mr. T. Dowsley Kennedy.



Solid Propeller for ocean going freighter weighing 10 tons and 17 feet in diameter



View of the Present Kennedy Plant at Owen Sound

BANFIELD

NOTHING too large or too difficult. We have the equipment, stock of raw material, the men who know how, the energy and the desire to do any class of metal stamping, finishing and assembling.

Our proven ability in the phonograph motor line is the best recommendation, as to the fine class of work we are prepared to handle.

Have you a manufacturing problem, if so let us solve it ?

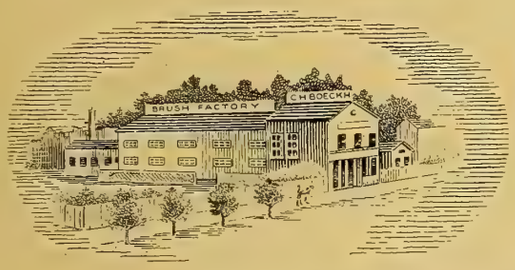
Rapid big production of any stamping, special machinery is our specialty. Let us show you what we have done for others.

W. H. Banfield & Sons
Limited
Established 1855
TORONTO

STAMPINGS

1856 1921

More than 60 Years at your Service



IN the year 1856—eleven years before Confederation—the Boeckh Brush Business was established in this little building in Berkeley Street, Toronto. It was the first business of its kind in Canada. To-day from Coast to Coast the name Boeckh is associated with everything that's best in brushes.

Sentiment apart, when we look back over the years it is excusable if we feel proud of our record today. We have the satisfaction of knowing that the enviable reputation built up by Boeckh's Brushes is the result of over 60 years of hard work and honest endeavor on our part. Always using the best materials, always employing the most skilled workmen and always giving our customers a square deal, today we are reaping the fruits of our labor in the volume of business we are handling throughout Canada. Many of our oldest and most valued customers are our fellow manufacturers who have occasion to use brushes of various kinds in their business. We at all times welcome and give prompt, careful attention to enquiries from manufacturers in need of brushes and can give efficient service on any special style needed.

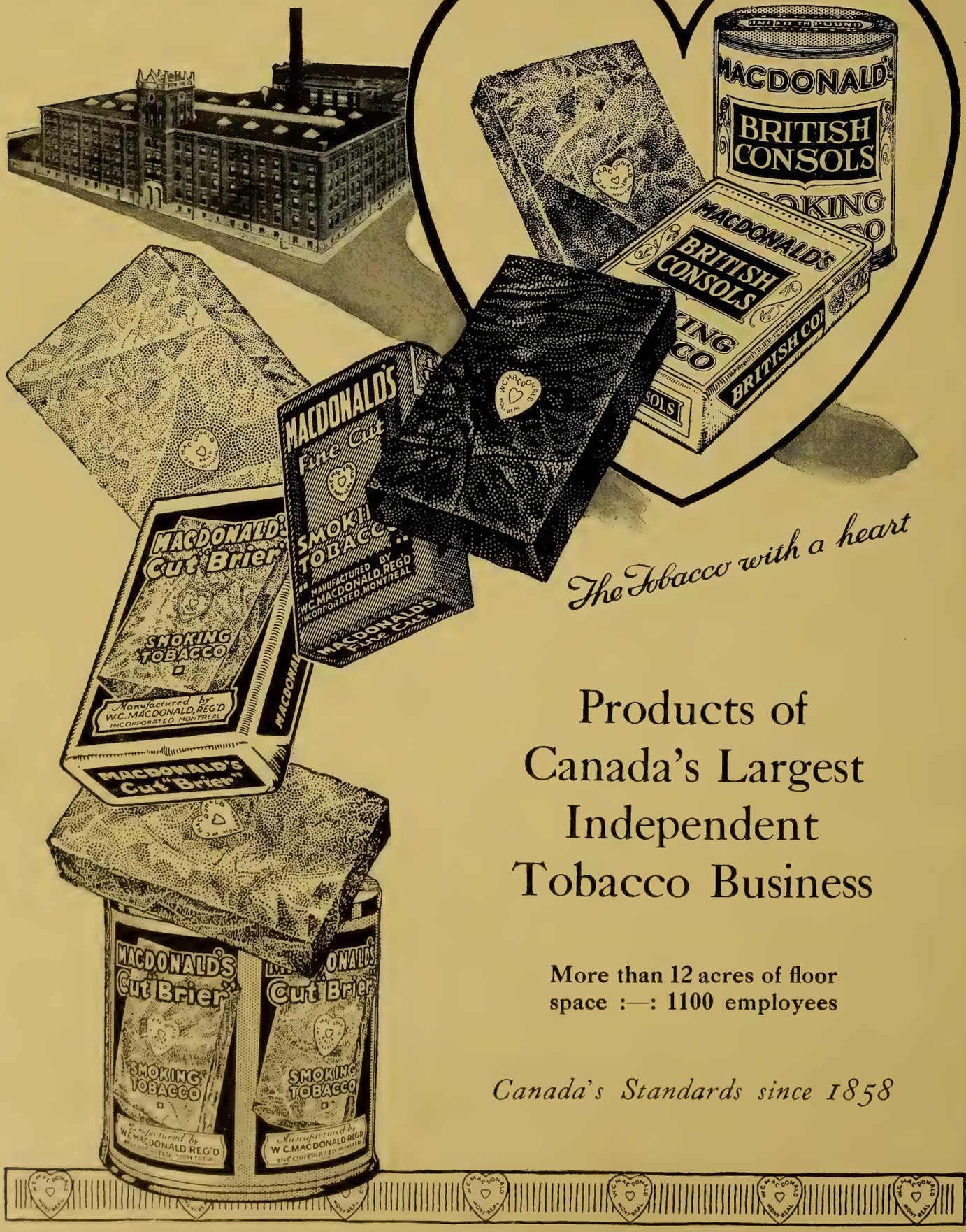
The BOECKH COMPANY Ltd. - TORONTO

"Makers of Everything in Brushes"



Home of Boeckh Brushes today. Our Offices, Warerooms and Factories at 158-168 West Adelaide Street, Toronto. Here we have all the modern facilities for manufacturing and handling orders carefully, promptly and efficiently.

MACDONALD'S



The Tobacco with a heart

Products of Canada's Largest Independent Tobacco Business

More than 12 acres of floor space :—: 1100 employees

Canada's Standards since 1858

Canadian Branch Opened

Universal Wrench Company Manufacturing Their Product at Windsor, Ontario

The Universal Wrench Company of Detroit, Michigan, have established a Canadian branch factory in Windsor, Ontario, leasing the second floor of the Medbury Building, Medbury Lane. They are manufacturing 6, 8 and 10 inch universal lever adjustable wrenches and will soon be on schedule, which calls for 1,000 wrenches a day.

At present the company are employing fifteen hands, but later this number will be doubled. D. C. Munro and a partner are owners of the Canadian company, which may be incorporated later on.

The product of the company is an adjustable wrench with a lever mechanism which allows a heavy pressure to be applied to the jaws. As pressure is applied to turn the nut the grip tightens so that the wrench cannot slip. The jaws are slotted laterally to fit the angles of the nut and the tool can also be used as a plier or a nail puller.

To Develop Timber

British Financial Group Undertake Important Work in British Columbia

A British financial group, headed by Frederick Benson of Frederick Benson & Company, bankers of London, England, are undertaking the development of a tract of 450 square miles of timber in the vicinity of Revelstoke, British Columbia. According to Mr. Benson, $10,000,000 has already been spent on this project and $8,000,000 more will be appropriated for the work.

Mills and factories for turning the standing timber into finished wood products form part of the development and many other of these plants are already in operation. British Columbia will absorb all the timber produced.

Recommended Canadian Branch

John Thornycroft & Company of England May Locate Plant in British Columbia

R. Grenside Nichols, of Victoria, British Columbia, the Western Canadian representative of John Thornycroft & Company, English builders of engines, motor cars and ships, is recommending to Sir John Thornycroft, head of the firm, the establishment of a branch plant in Canada. Mr. Nichols has selected the old Songhees Reserve as the best commercial site on the coast.

In his recommendation Mr. Nicholls advises the establishment of works to manufacture motor lorries and small boats. He is certain that a ready market for these can be worked up from Victoria.

Will Build Cannery

Fraser Valley Fruit Growers Launch Co-operative Scheme of Manufacturing and Marketing

Fruit growers from the district around Hatzic, British Columbia, at a meeting held near the end of May, decided to build a provincinal cannery. They have undertaken to raise $100,000 among themselves for this project and expect to receive equal assistance from the government. By next year they are looking to have a pre-cooling house, freezing process, cannery and jam factory all under one establishment.

This season they hope to "process" their own fruit, and to do much towards organizing the system of collection and distribution that will be perfected next year. By that time fruit from all over the Fraser Valley will go to Hatzic, where it will be classified and assembled according to quality. Carload lots will be made up of one grade of fruit. Other produce will be canned, jammed or frozen, according to its quality and the state of the market.

By this co-operative manufacturing and marketing the growers expect to reduce costs and place their industry on a sound financial basis so that in time it will be an effective competitor with the large fruit producers' organizations of California.

Will Re-build Plant

Plans For Britannia Mining and Smelting Company's New Concentrator Under Way.

It is officially announced that the concentrator of the Britannia Mining & Smelting Company, Limited, at Britannia Beach, British Columbia, will be re-erected as soon as the plans for the new structure are completed. No serious changes in the method of ore treatment at the mill are anticipated, but it will be some time before the machinery ordered can be received and installed in the new plant. In the meantime development work underground is being continued.

New Raw Material

Hanover Portland Cement Company, Limited, Using Limestone Instead of Marl.

Considerable alteration has been made at the plant of the Hanover Portland Cement Company, Limited, at Hanover, Ontario. It was recently decided to use limestone rock instead of marl as one of the raw materials for the company's product and this change has entailed the installation of additional machinery to grind the rock and take care of the increased output of cement.

The output of the mill has been increased from 700 to 1200 barrels a day. In order to do this one 8x8 ft. P. & M. ball mill, driven by a 200 h.p. Westinghouse Squirrel Cage motor, and one 5x22 ft. Bonnot tube mill, driven by a 150 h.p. motor, have been added to the wet raw grinding department, and one 8x8 ft. P. & M. ball mill, driven by a 200 h.p. motor, has been added to the clinker grinding department. Mitchell electrically vibrated screens have been installed in the raw, clinker and coal mills. Tunnels with belts and elevators have been built under the rock and clinker storages to facilitate handling these materials, and all other elevators and conveyors have been enlarged.

The plant has been entirely re-wired, all power and lighting lines being put in conduit. The company have two water powers of their own on the Saugeen River, and power in excess of that generated there is purchased from the Hydro-Electric plant at Eugenia Falls and delivered to them 3 phase, 60 cycle, 2200 volts.

The limestone now being used as raw material comes from a deposit four miles west of Walkerton, Ontario, and is exceptionally pure high calcium limestone, analysing over 98 per cent. calcium carbonate. It comes crushed to pass a 2-inch ring. Delivery is made by Grand Trunk Railway and the material is unloaded either into storage or into the mill bin directly from the cars by a 15-ton link-belt locomotive crane.

With the foregoing changes the company are now in a better position to take care of the increasing demand for "Saugeen Brand" Cement, which still maintains a high standard of quality.

Name is Changed

Cooksville Shale Brick Company of Canada. Limited, New Name of Old Firm.

The Cooksville Shale Brick Company of Canada, Limited, is the new name of the Shale Brick Company, of Canada, Limited. For years the product of this company, whose plant is at Cooksville, Ontario, has been commonly known as "Cooksville Brick," and it has been thought advisable to identify the name of the company with that of the product. The head office is in the Crown Office Building, Toronto.

Now Using Trade-name

Louis McLain Company, Limited, Are Now "Ideal" Aluminum Products, Limited

The Louis McLain Company, Limited, whose head office and factories are at 2466-2480 Dundas Street West, Toronto, with branches in Winnipeg and Vancouver, announce that they have changed their name to "Ideal" Aluminum Products, Limited. The new name is indicative of their business and of the specific trade mark under which they sell their goods.

Company Re-organized

London Woodworkers, Limited, Succeed the London Art Woodwork Company, Limited

London Woodworkers, Limited, are successors to the London Art Woodwork Company, Limited, of London, Ontario, who have been in operation since 1914. The prospect of increased business in school seats, kitchen tables and motor truck woodwork is such that the directors have obtained a new charter authorizing a capital of $100,000 instead of the original capital of $40,000. The floor space of the present plant is to be doubled and some new equipment will be purchased.

Are Building Addition

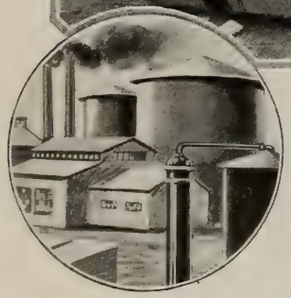
Compo Company, Lachine, Quebec, Making Plant Self-contained and Complete

A new $30,000 building under construction by the Compo Company, 131-141 Eighteenth Avenue, Lachine Quebec, will make their plant self contained and complete. The addition is a one-storey structure with approximately 5,000 square feet of floor space, and will be used for making record composition. The company hope to have it finished by August 1st.

The Compo Company report that business with them is very good. For the first part of this year it shows an increase over the corresponding period in 1920.

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Your shop needs Eveready Flashlights, with their strong, long-lived Eveready Batteries.

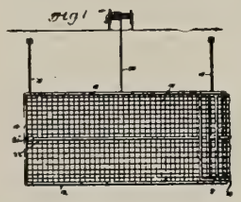
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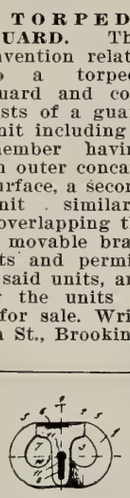
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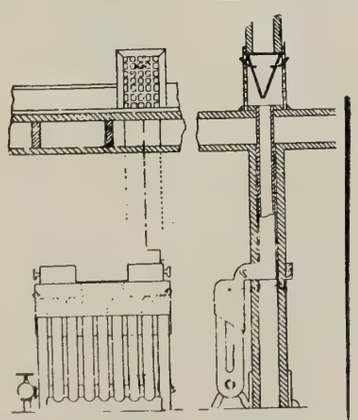
PATENTS FOR SALE



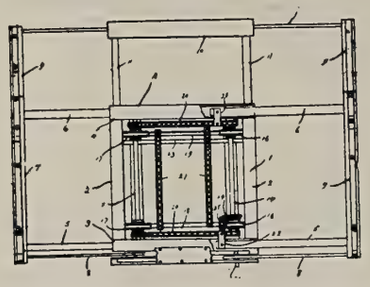
TORPEDO GUARD. This invention relates to a torpedo guard and consists of a guard unit including a member having an outer concave surface, a second unit similarly formed and having its end overlapping the unit first-named, vertically movable brackets for mounting the units and permitting swinging movement of said units, and springs normally retaining the units in position. Canadian patent for sale. Write Oliver H. Thompson, 805-9th St., Brooking, South Dakota, U.S.A.

CHAIN LOCK. This invention relates to a chain lock and comprises an open link having a gap at one side and a lug extending inwardly from its other side and formed with a circular opening, an arched guard bridging the aforesaid gap and receiving the ends of the link in its ends, flat arms extending from said guard and contacting with opposite sides of said lug, said arms having longitudinal keyhole slots whose enlarged ends normally aline with the opening of said lug, a rotary pin passing through said opening and said enlarged slot ends and normally preventing sliding of said arms to release said guard, said pin having narrowed portions receivable in said slots when the pin is turned, whereby to allow release of the guard, and a head on one end of said pin for turning the latter to locking and released positions. The inventor, Elmer E. Noble, York, Pa., U.S.A., has Canadian and United States patents for sale.

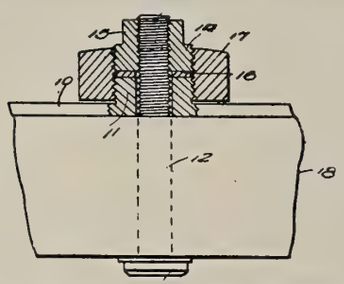




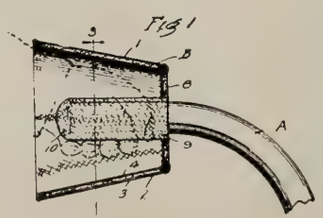
RADIATOR MECHANISM. This invention relates to radiators and consists of a radiator attachment including a single piece of sheet metal bent to form a hood of substantially rectangular configuration, including a top, sides and end walls, the top wall of said portion being formed at spaced intervals along the longitudinal medial line thereof, with a pair of parallel spaced horizontally disposed tubes each having an opening therein, one of said tubes being disposed flush with one of the end walls of rectangular portion, while the other of the tubes being arranged flush with the opposite end wall and each protruding over and beyond one of the longitudinal side walls of said portion and above the plane of the top wall thereof for the greater portion of their length, the opening of one tube being arranged at right angles to the opening of the other tube. Canadian patent for sale. Write John Desjardins, Marinette, Wisconsin.



COMBINATION ARTICLES OF FURNITURE. This invention relates to improvements in combination articles of furniture and the objects of the invention are to provide an article of furniture which can be used as a chair, or be converted into a table, or converted into a bed. It is also the object to adapt the upholstering of the chair as a mattress for the bed, and when converting the chair into a bed to permit of it being simultaneously extended longitudinally and laterally. Canadian and United States patents for sale. Write the inventor, Iwan Ostafijchuk, P. O. Box 144, Fort William, Ontario.

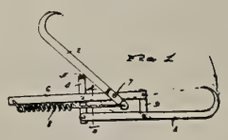


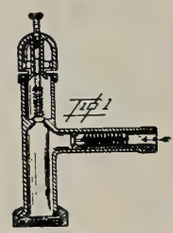
NUT LOCK. This invention relates to nut locks and comprises a base member having a bolt receiving aperture and a threaded stud surrounding the aperture, a bolt extending through the base member and threaded reversely to the threads of the stud, a cylindrical nut internally threaded to engage the bolt and externally threaded to correspond to and co-act with the threads of the stud, a locking member threaded to correspond to and engage the threads of the nut and the stud. Canadian and United States patents for sale. Write Frederic Tagg, Endiang, Alberta, Canada.



HAND WARMER. This invention relates to new and useful improvements in hand warmers and has for its principal object the provision of a device of this character particularly adapted for use on the handle bars of bicycles. Other objects of the invention are the provision of such a device of such construction that it may be readily applied over the end of the handle bar or removed therefrom, and in constructing the hand warmer of such material as will lend warmth to the hand and at the same time is of sufficient strength to allow for wear. Canadian and United States patents for sale. Write the inventor, Eva W. Overton, 21 Medford Ave., Patchogue, N.Y., U.S.A.

SPRING HOOK This invention relates to a spring hook and comprises a fixed member, bars perpendicular to the fixed member, the rear bar projecting from the fixed member to a greater extent than the forward bar and having a lateral extension at its outer end forming a stop, a bar paralleling the fixed member and connected to the laterally disposed bars and having a rear extension, a second member pivoted to the bar paralleling the fixed member at a point between the laterally extending bars and a contractile helical spring connecting the rear end of the pivoted member with the rear end of the bar paralleling the fixed member. Canadian and United States patents for sale by Eugene Pilon, Farm Point, Quebec.





PRESSURE GAUGE. This invention relates to air pressure gauges commonly used for inflating automobile tires. The main object is to provide a means for setting the gauge at a certain pressure so that when the tire is inflated to that pressure there is provided a means for blowing off. A further object is to provide a gauge which can be set at a certain pressure and the tire can be filled to that pressure without having to take off the pump connection or attach a pressure gauge to find the pressure of the air in the tire. Mr. Wilburn A. DeWolfe, Consort, Alberta, has Canadian patent on this invention for sale.

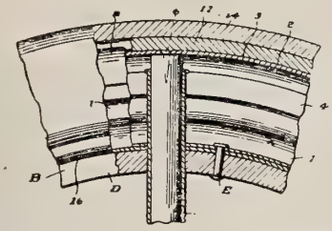
SEEDING MACHINE The present invention relates to improvements in seeding machines, the objects being to provide an attachment for machines of the character described which will seed uniformly in rows, increase the number of drills to the acre, and which may be regulated to double or single rows per drill. Canadian patent for sale. For details write Messrs. Swordy & Gillard, care Mr. Fred J. Gillard, Kelowna, B.C., Canada.





MATCH HOLDER This invention relates to a match holder and consists of the combination of a match container, a top plate covering the container and forming part of a box-like holder for an inclined match box, a slot formed in said plate, a pivoted arm provided with one or more sharp points and arranged in such a relation to the container that the end of the arm when tilted may pass through the slot and thereby spit a match and remove it by means of its points, a locking mechanism for the bottom of the covering plate, and means connected with the pivoted arm in such a manner as to effect the releasing of the locking mechanism only in case the points remove the last match lying in the lowermost box corner or in case said points are passed through said corner after the last match has been removed. The inventor, Olaf Stokkan, Vemork, pr. Rjukern, Norway, has Canadian patent rights for sale.

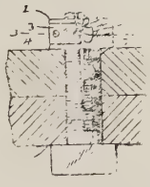
PATENTS FOR SALE---*Continued*



RESILIENT WHEEL. This invention relates to a tire construction for resilient wheels, the combination of a rim, a shoe held in the rim, tubular spokes extending inwardly from the rim, inner spokes movable endwise in the tubular spokes and the rim, a resilient hoop arranged against the inner side of the shoe, a distending and cushioning means inclosed in the shoe and made up of an inner sheet metal member, connected to the rim and having inwardly set edge portions, and a sheet metal member that surrounds and is connected to the inner spokes and is provided with a peripheral channel receiving the hoop, said member having its edge portion disposed and movable in the space afforded between the shoe and the inwardly set portions of the first-named member. The inventor, Henry Bohne, Snyder, Nebraska, U.S.A., has Canadian and United States patents for sale.



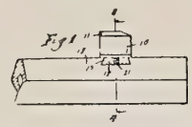
WATER ELEVATING DEVICE. This invention relates to a water elevating device and consists of the combination of a vertical tube with a plurality of horizontal pipes entering said tube intermediate its ends, a five-way fitting engaged with said horizontal pipes, a vertical pipe engaged in the lower opening of said five-way fitting, and means for rotating said vertical tube. The inventor, Leon Shevchenko, 4 Crawford St., Cortland, N.Y., U.S.A., has Canadian and United States patent rights for sale.



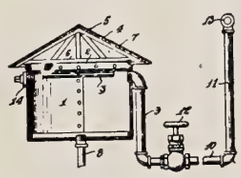
NUT LOCK. This invention consists of a lock nut provided in one side with an aperture, a plate spring secured at one end to the apertured side of the nut and having its other end disposed angularly and inward through the aperture to form a locking tongue, the spring being formed with a longitudinal slot, and a disengaging member formed intermediate of its ends with a neck movably mounted in said slot and formed at one side of the neck with a finger piece. The inventor, John C. Deuchler, Tiffin, Ohio, U.S.A. will furnish further particulars upon request.



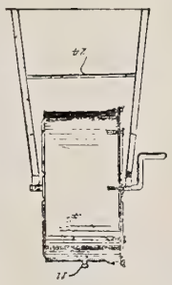
NUT LOCK. This invention relates to a nut lock and comprises a nut having a radial slot extending partially of the depth thereof, a locking member pivotally mounted in the slot and having an inner cutting edge, and an angle shaped spring secured to the outer end of the locking member. Write William F. Wortman, Salisbury, New Brunswick, for further information and particulars regarding the sale of Canadian patent.



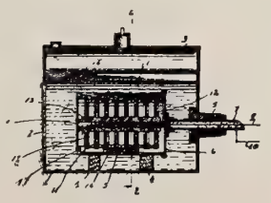
SIGHT FOR FIREARMS. This invention relates to improvements in sights for firearms and consists of a dovetail groove in the barrel thereof comprising a body provided with a bead and with a dovetail base adapted to engage said groove, clamping pins slidable transversely in the said base and adapted to engage the side walls of the guideway, and a screw screwing in the said base and having a conical inner end engaging the inner ends of the said clamping pins to move the latter into clamping contact with the walls of the guideway to securely fasten the sight to the barrel of the firearm. Canadian and United States patents for sale. Write the inventors, Messrs. Holden & Pendleton, Durham Center, Conn., U.S.A.



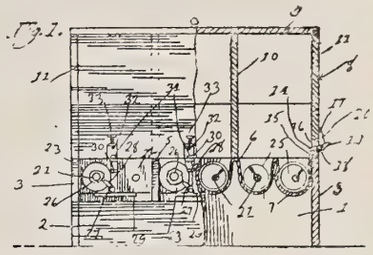
OIL TANK This invention relates to oil tanks and consists of the combination with an oil tank having an open top and vent means and an outlet opening arranged in the upper portion thereof, and a superimposed spaced roof, of supporting means arranged across the tank near the top thereof, a water receptacle of a contour similar to the contour of the tank having its walls snugly engaged with the inner surfaces of the walls of the tank and its bottom resting on the supporting means so that the upper edges of the walls of the receptacle lie flush with the upper edges of the walls of the tank, and means for securing the walls of the receptacle and tank together. Canadian and United States patents for sale. Apply to the inventor, Mr. Joseph A. Butcher, Lake Charles, La., U.S.A.



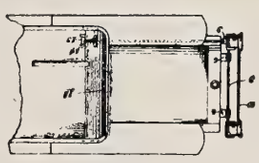
HARNESS AND LEATHER OILER. This invention relates to harness oilers and has for its particular object to provide a cylindrical chamber having a suitable head and being suitably mounted so that harness can be placed therein and it turned after oil has been poured inside, thus thoroughly mixing the oil into the harness but retaining the unused oil in the cylindrical member for further use and without splashing or wasting it during the oiling. Write Aught R. Dooley, Dollard, Sask., for particulars regarding the sale of Canadian patent.



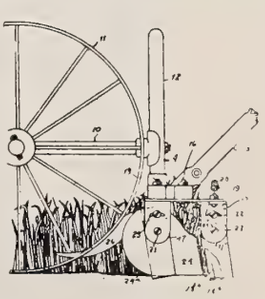
ELECTRICALLY HEATED BOILER. This invention relates to an electric heater and comprises a casing, a shaft within the casing, insulating elements mounted upon the shaft and electrically heated rings supported by the said insulating elements and provided at their sides with projections which are in contact. Canadian and United States patents for sale. For further information, write the inventor, George Fleming, R. 3, Point, Texas, U.S.A.



AUTOMATIC HOG FEEDER. This invention relates to an automatic hog feeder and consists of a frame, a trough carried thereby, a cross chute mounted on the frame and including a flange, a hopper disposed above the frame and discharging into the chute, the hopper having a groover receiving the flange, a latch on the hopper and engaging the flange, a conveyer operating in the chute, and means accessible to an animal eating out of the trough, for operating the conveyor. The inventor, Frank J. Patterson, 203 S. Court St., Waverley, Iowa, has Canadian and United States patents for sale.



HEADLIGHT CONTROLLING MECHANISM. This invention relates to automobile headlights and the object of the invention is to provide a mounting for automobile headlights by means of which the direction of the latter may be controlled by the driver by a dashboard mechanism. A further object of the invention is to provide such a control mechanism which may be operated to turn the lights in either direction by means of a common operating device, the direction of change depending upon the particular manner in which the pressure is applied to the operating device. Thus, the headlights are mounted upon rotatable standards and have connected thereto an operating rod which extends through the dashboard and is there provided with a foot pedal. The rod is spring retracted so as to hold the lamps in normally straight-ahead direction, but may also be rocked slightly in a lateral direction so that, depending upon which side of the pedal the foot pressure is applied, the lamps will be swung in one direction or the other in accordance with the driver's desires. Canadian and United States patents for sale. Write Nelson D. Rice, Raton, New Mexico.



HOE. This invention relates to wheeled hoes and includes supporting means adapted to be secured to the hoe, a knife carried by said supporting means and adjustable thereon, and a guard mounted on said supporting means in front of said knife and terminating at its rear end sufficiently close to the front of said knife to guard plants from injury by the knife, but affording clearance for the adjustment of said knife on the supporting means independently on said guard. Canadian and United States patents for sale. Write to Rinaldo N. Moore, Box 23, Mitchell, Iowa, for further particulars.

HAROLD C. SHIPMAN & CO., Patent Attorneys, Ottawa, Canada



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Two miles of seamless copper tube a hundred feet underground!

The job illustrated—that of lining two miles of reinforced concrete aqueduct with copper—shows in a compelling manner the extreme portability of

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DISSOLVED ACETYLENE

Without gas—ideal for both welding and cutting—in such conveniently transportable containers—the oxy-acetylene process would lose much of its usefulness.

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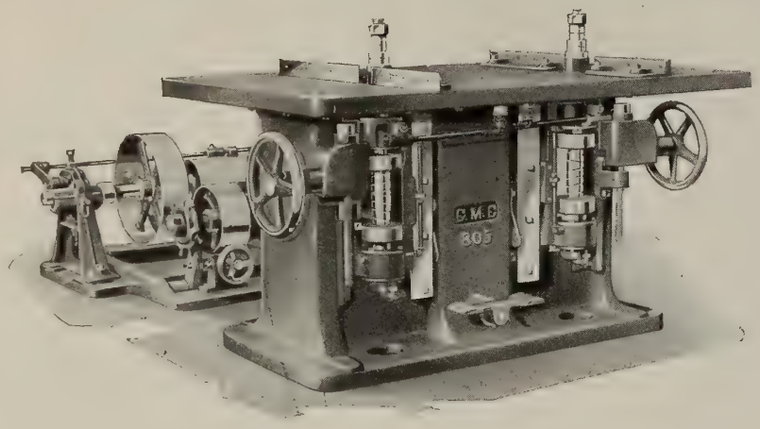
Our service, built around forty plants and warehouses, insures a constant and prompt supply of Prest-O-Lite.

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8000 R. P. M.

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Speed up Production by installing a Double Spindle, High Speed, Ball Bearing Shaper. Due to the high rate of speed at which it operates, it produces a great deal more work than the ordinary babbitt bearing machine. The product is clean cut and of high standard.

Quality work is always in demand, and this Shaper will enable you to keep pace with the demand.

Let us send you full information. It will interest you.

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LIMITED

Toronto Office and Warehouse—721 Bank of Hamilton, Bldg.

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Structural Steel
For Buildings, Tanks, Conduits, Etc.

For information regarding Structural Steel, correspond with your nearest bridge company. Well equipped plants for the fabrication of structural steel are located in the principal cities throughout Canada.

You Can Wear This Woollen Underwear The "Itch" is Taken Out.

Overheard at a Club—

One day at the Club I overheard two fellow members talking—one chap said, "I wish I could wear woollen underwear, but my skin is too sensitive."

And the other said, "Well, there's one make of woollen underwear you or anyone can wear, no matter how sensitive their skins may be–and that is "CEETEE."

It is the softest stuff I have ever seen or worn—you just try it. I know you will like it.

He spoke the truth—"CEETEE" pure wool underclothing is so clean and soft a baby can wear it.

There is none other like it made in Canada.

Only the finest Australian Merino Wool is used.

There are no seams, as it is knitted with selvedge edges, which are knitted (not sewn) together.



"CEETEE"

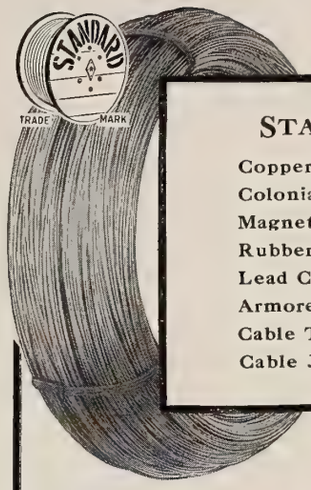
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Our plant at Hamilton has unexcelled facilities for meeting your every requirement of these products promptly.

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A manufacturer wishes to obtain a long term lease or purchase outright, a building suitable for manufacturing purposes and situated within a radius of 100 miles from Hamilton, Ontario. The building must be approximately 100 ft. x 40 ft. with at least 25 ft. clear height; it should be provided with one or two small adjoining sheds; it must be served by railroad spur; it should be equipped with a small, low pressure boiler to provide steam for heating and drying processes. Address all correspondence, giving complete description to Post Office Box 957, Falls Station, Niagara Falls, N. Y.

We Finance Industrial Concerns

We can supply Companies requiring additional financing with funds from $100,000.00 to $1,000,000.00 through the distribution of Stock or Bond Issues. The Companies in question must be in business longer than year and must have more than 100 Stock or Bond Holders.

Baker, Babcock & Co., Inc.

25 West 43rd Street
New York City

732. Building Materials: West African importers of building materials request information of every kind from Canadian manufacturers and shippers of lumber, timber, building board, cement, roofing, paints, oils, asbestos sheets, tar and pitch, and any other material suitable for tropical countries.

733. Furniture: Inquiries are made by West African firms for catalogues, price-lists, and when possible, samples of K.D.S., furniture of all kinds, musical instruments, such as organs, folding harmoniums, pianos, electroplate ware, glassware, earthenware, and other household goods.

734. Wearing Apparel: A number of West African firms, with head offices in England and France, are in the market for underwear, knitted goods, ready-mades, umbrellas, men's waterproof coats, smallwares.

735. Boots and Shoes, Leather Goods, etc.: A number of West African houses are desirous of obtaining quotations on boots and shoes, leather goods, trunks, suit cases, attache cases, etc.

736. Machinery Supplies: A Gold Coast firm, specializing in machinery and supplies, will be glad to receive from Canadian engineering specialists catalogues, prices and shipping data.

737. Bicycles, Motor Cycles, Motor Cars, Lorries and Hand Wagons: Catalogues, illustration price-lists, with full explanation of offers, are requested by a number of West African firms.

738. Mining Materials: Catalogues and other data are requested by several West African firms handling the general range of mining material

739. Saws: A Liverpool firm desire catalogues and prices of pit saws complete with fittings 6 feet, 7 feet, and 8 feet, and cross-cut saws of the same size, for export to the Gold Coast, West Africa.

740. Egg Boxes: An English correspondent is desirous of securing Canadian quotations for egg boxes and fittings.

741. Lanterns, Axes, Hammers, and Builders' Hardware: A London company who are buyers of hurricane lanterns, axes, hammers, and other tools, and general builders' hardware, are open to consider offers from Canadian manufacturers.

742. Hardware and Tools: A commission agent in London buying for clients in South Africa would be interested to receive regular quotations from Canadian exporters of picks, shovels, iron and steel materials, and other Canadian requirements of the mining districts of South Africa.

743. Paper and Cardboard: A commission agent in London, England, buying for clients in South Africa, would be interested to receive quotations from exporters of cardboard and paper.

744. Hardware and Metals: The London office of an Indian house is anxious to be put in touch with Canadian exporters of all kinds of hardware, tools, iron and steel staples, building materials, enamelware and kitchen utensils.

745. Constructional Materials: A London firm buying for associates in India are open to receive regular quotations from Canadian exporters of iron and steel materials, machine tools, hand engineers' tools, and other engineering supplies required in India.

746. Agricultural Supplies: A London firm dealing with the Near East would like to be put in touch with Canadian suppliers of agricultural implements and machinery and other agricultural goods suitable for the Near Eastern markets.

747. General Smallware: A firm in Barbados wish to get in touch with a Canadian house supplying smallware of all kinds suitable for a five-and-ten-cent store. The firm would like to be supplied with catalogue and price-list.

748. Products for France: A French subject at present attached to the French Commission in New York, and shortly returning to France, desires to represent Canadian manufacturers and producers for that country and Europe in general. The following is a list of the goods which he is prepared to handle: Flax, cereals, asbestos, minerals, farm products (butter, eggs, cheese, etc.), manufactured products such as agricultural machinery, paper pulp, food products, salted and preserved meats and vegetables, boots and shoes, leather.

749. Chemical and Pharmaceutical Products: A chemical engineer established in Paris more than ten years, with agencies at Bordeaux, Marseilles, Havre, and Rouen, desires representation for all kinds of chemical and pharmaceutical products, especially coal tar products and wood alcohol. References.

750. Packing: A French firm are desirous of getting in touch with Canadian manufacturers of packing for stuffing boxes, so as to import same for their use.

751. Canned Meat Cases: A number of Australian meat packers desire quotations on canned meat cases.

752. Soap and Candle Boxes: Three Australian firms ask for quotations on soap and candle boxes.

753. Milk and Milk Products Cases: Two Australian companies desire quotations for regular shipments of milk and milk products cases, as per specifications which may be obtained on application to the Director, Commercial Intelligence Service, Ottawa.

754. Dried Fruit Cases: Large packers of raisins and currants in in Australia desire quotations on dried fruit cases. Delivery January, 1922.

755. Staves for Tallow Casks: Two important Australian companies require quotations on staves used for tallow casks.

756. Fresh Fruit Cases: Three exporters of fruit in Australia desire quotations on fresh fruit cases.

757. Jam Cases: A number of Australian jam manufacturers desire quotations on jam cases.



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Special Heavy Duty high-powered motor, disc-typed clutch and oversize Heavy Duty Axles.

If you want to cut your hauling expense down, see us, we can show you and prove it.

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When You Hear the Cry—

"FIRE!"

What is your first thought?

If your factory is equipped with

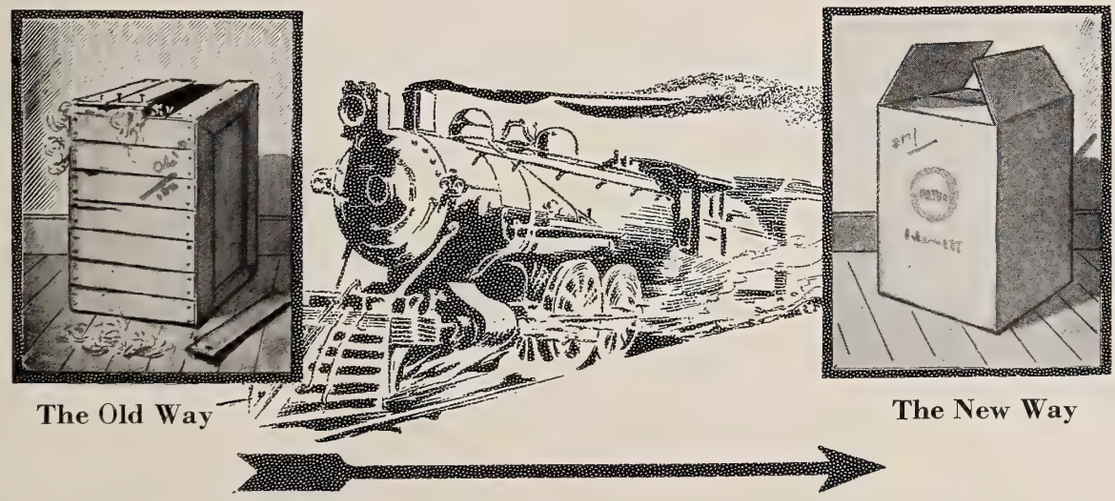
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the first thought is, "Well, my factory is safe, I need not fear." It is foolish to run the risk of fire, which leads to indefinite interruption to business. Ask us for particulars and prices on installation of an up-to-date Automatic Sprinkler System.



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25-Cycle 3-Phase 220 Volt Second hand Motors

	H.P.	Speed	Make
1	15	750	T. H. E.
1	10	1500	T. H. E.
1	7½	1500	Lancashire
2	7½	1500	T. H. E.
1	1	1500	Westinghouse
1	1	1500	T. H. E.
1	1	750	T. H. E.
1	½	1500	T. H. E.

25-Cycle 3-Phase 550 Volt Motors

	H.P.	Speed	Make
1	15	1500	Westinghouse (New))
1	5	1500	T. H. E. (New)
1	3	1500	Westinghouse (Secondhand)

25-Cycle 110|220 Volt Single-Phase, Repulsion Type Motors.

2	2	1500	Wagner
2	2	1500	Peerless
2	1	1500	Wagner
2	1	1500	Peerless
9	½	1500	Wagner
13	½	1500	Peerless
2	¼	1500	Master

25-Cycle 110 Volt, Single-Phase Motors

2	¼	1500	Menominee

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Ocean Shipping News

Steamship Sailings

Proposed Sailings from Montreal, Quebec, North Sydney, and Vancouver

Subject to Change Without Notice

FROM MONTREAL

To Liverpool

Minnedosa	C.P.O.S., Ltd.	Ab't August 5
Vedic	White Star-Dominion Line	Ab't August 6
Megantic	White Star-Dominion Line	Ab't August 13

To London

Vitellia	Anchor-Donaldson Line	Ab't August 5
Bosworth	C.P.O.S., Lt.,	Ab't August 8

To Glasgow

Tunisian	C.P.O.S., Ltd.,	Ab't August 6
Cassandra	Anchor-Donaldson Line	Ab't August 6

To Newcastle-on-Tyne

Cairndhu	Thompson Line	Ab't August 7

To Avonmouth Dock

Lakonia	Cunard Line	Ab't August 2
Cornishman	Dominion Line	Ab't August 6

To Dublin

Carrigan Head	Head Line	Ab't August 3

To Southampton

Corsican	C.P.O.S., Ltd.,	Ab't August 6

To Leith

Cairndhu	Thompson Line	Ab't August 7

To Rotterdam

Poland	Canada Line	Ab't August 10

To Hamburg

Poland	Canada Line	Ab't August 10

To Antwerp

Corsican	C.P.O.S., Ltd.,	Ab't August 6

FROM QUEBEC

To Liverpool

Empress of Scotland	C.P.O.S., Ltd.	Ab't August 11

FROM NORTH SYDNEY

To St. John's (Nfld.)

Sable I.	Farquhar & Co., Ltd.,	Every Saturday
Kyle	North Sydney Board of Trade	Tuesday and Saturday every week

FROM VANCOUVER, B. C.

To Honolulu, Suva, Auckland and Sydney

Makura	Can.-Australasian Royal Mail Line	Ab't August 6

To Yokohama, Kobe, Nagasaki and Hong Kong.

Empress of Japan	C.P.O.S., Ltd.,	Ab't August 11

To London, Hamburg, Rotterdam. Amsterdam and Antwerp.

Kinderdijk	Royal Mail Steam Packet Company	Loading Ab't. August 1

New Italian Service

First Sailing from Montreal to Genoa and Naples Took Place in July.

The inauguration of the new joint freight service between Montreal, Genoa and Naples, in which the Canadian Pacific Ocean Services and the Navigazione Generale Italiana will be the co-operating steamship companies, will be made on or about the 27th of July, the steamer Montreal having been definitely fixed to leave Montreal on or near that date. This will be followed up on or about the 24th of August by the Caserta, of the Italian company, with monthly sailings thereafter from Montreal during the summer and from St. John during the winter. It is believed that this new trade route will be of great advantage to Canadian importers and exporters.

Ship and Travel
The *"NATIONAL"* Lines

The rails serve all of the nine provinces of Canada, connect the chief cities, reach directly the ocean ports, traverse the great agricultural, timbered and mining regions, and have opened up vast areas where development and production are only beginning. The ships of Canadian Government Merchant Marine connect both Atlantic and Pacific Ports with all countries with which Canadians do business.

Instruct your shipper to route your shipment by *"National."* The service will please you.

Plan your vacation this year in one of the famous regions served by *Canadian National Railways.*

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AGENTS IN ALL CENTRES

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FAST PASSENGER & FREIGHT SERVICES
from
VANCOUVER, B.C.
to
HONOLULU, T. H., SUVA, FIJI,
NEW ZEALAND AND AUSTRALIA

Passenger and Freight—Monthly Sailings

By Large and Palatial Steamers

"NIAGARA" (20,000 Tons) "MAKURA" (13,500 Tons)

Freight Only—Monthly Sailings

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For Rates and Sailings—Apply to C.P.R. or C.N.R. Railway Offices in Canada and U.S.A., or to
J. C. IRONS, Manager.
440 Seymour St., VANCOUVER, B.C.

THE
New Zealand Shipping Company, Limited
CANADA
TO
Australia and New Zealand

Regular monthly sailings from Montreal in summer and St. John in winter, calling at Auckland, Wellington, Lyttelton and Dunedin (New Zealand) and Melbourne and Sydney (Australia). Sailings 20th of each month.

Through bills of lading issued to all points in Australia, New Zealand, Tasmania and other islands of Oceania.

Marine Insurance effected at rates equal to those given from New York.

For rates and other information apply to

THE
New Zealand Shipping Co.
LIMITED
213 Board of Trade Building, Montreal

Ocean Freight Rates

Plenty of Ocean Tonnage Available, But Rates Continue Unchanged and Firm

The Foreign Trade Bulletin of the American Express Company for July-August, has the following:

"Ocean rates continue to maintain the same level as prevailed during the previous month, and with continued firmness. Steamship lines operating to French Atlantic ports have advanced their rates to a conference basis applicable to Holland and Belgian ports.

"Their is plenty of ocean tonnage available and steamers to all points are finding it difficult to secure sufficient cargo to fill their holds.

"Exports of grain and coal are showing considerable decrease. However, reports from Continental Europe indicate that conditions are materially improving, and it is hoped that same will be reflected in their purchases in our markets in the early future."

Largest Ship Launched

Canadian Cruiser of C. G. M. M. Taken to the Water at Halifax Shipyards

The largest ocean-going ship ever built in Canada, the Canadian Cruiser, 10,500 dead-weight tons, was successfully launched from the yards of the Halifax Shipyards, Limited, on the morning of July 9. Mrs. George H. Murray, wife of the Premier of Nova Scotia, was sponsor.

Weather conditions, except for an overcast sky and limited sunlight, were good, and thousands were present to see the latest and greatest of the Canadian Government Merchant Marine fleet take to the water. As she slid with grace down the ways and her stern dipped the Atlantic waters of Halifax harbor, Charles Mitchell, foreman rigger of the Halifax Shipyards, crashed a bottle filled with the brine of the Pacific ocean over her. The Canadian Cruiser received her first baptism of the waters of the two oceans simultaneously. The water had been sent from Vancouver by Mayor R. H. Gale.

The Sixty-Third Regiment band was in attendance and the Halifax shipyards sea scouts.

Following the launching of the Canadian Cruiser, a luncheon was given at the administration building by the president and officials of the shipyards.

The Canadian Cruiser is 445 feet long over all, 56 feet beam, 38 feet depth, and has a draft of 29 feet. She is expected to make twelve knots speed. A crew of sixty-three men and officers is carried.

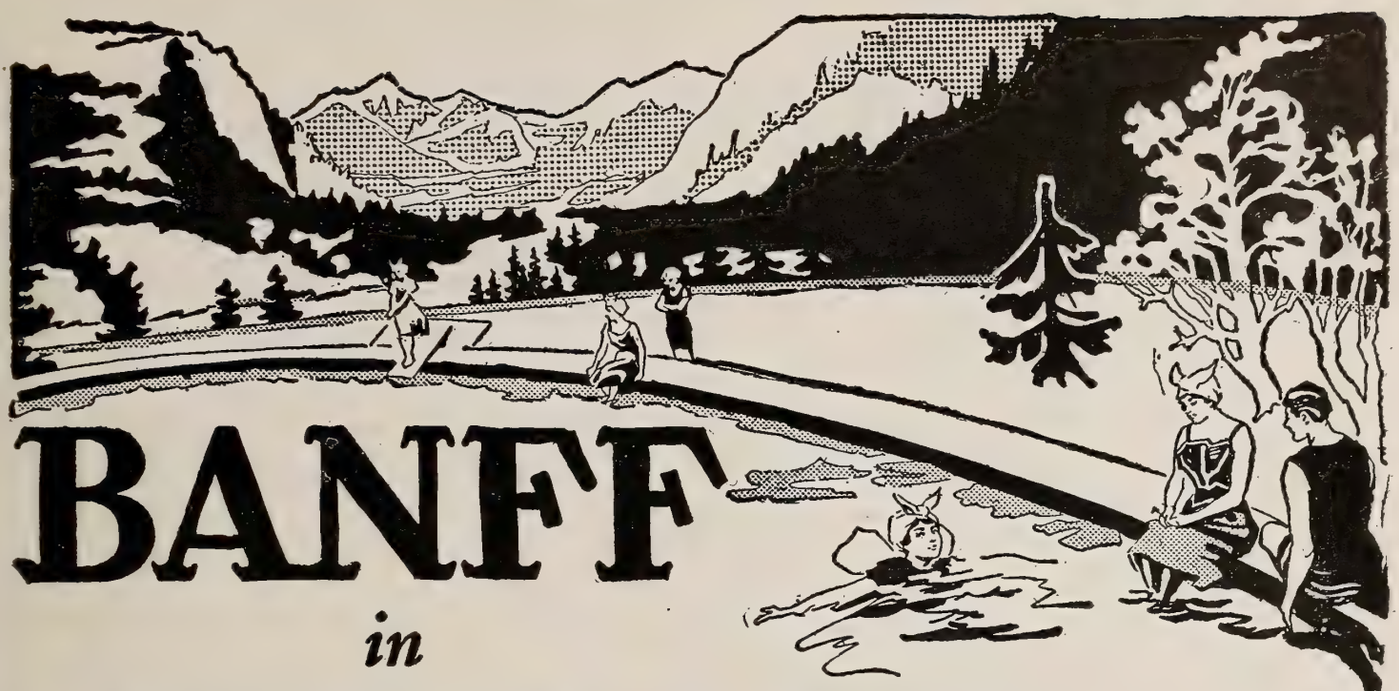
Handling Emigrants

North Atlantic Shipping Companies Established Emigrants' Home at Southampton

One of the most significant signs in Britain in the matter of prospective emigration to the North American continent, is the fact that the North Atlantic shipping companies—including the White Star, Cunard and Canadian Pacific Lines—are establishing a huge emigrants' home which will be capable of accommodating 2,800 people, says the Montreal Gazette. Two big aerodromes and other buildings and plant that were used for war purposes a few miles outside the port of Southampton on the south coast of England, have been secured, and the establishment is to be known as Atlantic Park. The aerodromes will be converted into four large dormitories, while another big building will be used as a dining hall in which 1,000 people will be able to eat simultaneously. Ample bathing, washing and other facilities will be provided, and the whole of this vast establishment will be placed under the management of a man of wide experience in the handling of emigrants of all nationalities, and he will have at his command a staff of interpreters and matrons, together with medical and nursing staffs for all emergencies.

As fas as the shipping companies are concerned, this new arrangement will also be of great conenience. At present, emigrants from all provincial centres are assembled in London, and sent to Southampton by special train on the date of embarkation; but by the provision of this great clearing house much of the expense which has been entailed in handling various groups will be avoided.

In making this provision for intending emigrants, cognizance has been taken of the fact that the British emigrants now leaving the country are of the type who will not be content with the accommodation that might suit emigrants from Southern and Eastern Europe, and on this account special quarters will be available for the superior type of passenger, who will in no way be mixed with the great unwashed.



BANFF

in

Canadian Pacific Rockies

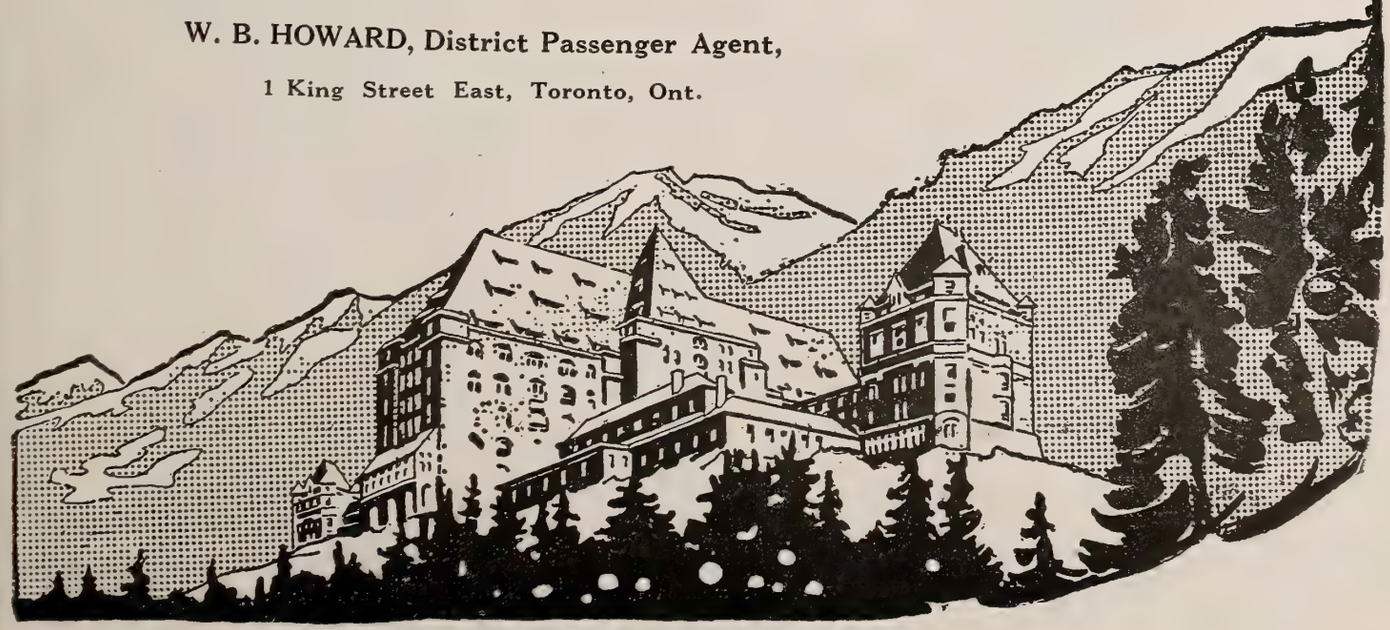
Swim the warm sulphur pool in sunny air beneath the snow clad peaks. Here, too, is golf on a mile-high course, and motor roads, pony trails, Swiss guides and high passes. Banff is one of nine glorious summer resorts in this Alpine Fairyland. 500 miles across from Banff to Victoria, B. C.—so easy to reach by the

Canadian Pacific Railway

For full particulars write, telephone or stop at this office.

W. B. HOWARD, District Passenger Agent,

1 King Street East, Toronto, Ont.



ELDER DEMPSTER LINES

Canada-South Africa Direct Service

Regular monthly sailings from Montreal in Summer and St. John, N.B., in Winter, calling at Cape Town, Algoa Bay (Port Elizabeth), East London, Port Natal (Durban) and Delagoa Bay in the order named.

Canada-West Africa Direct Service

From Montreal in Summer, and from St. John, N.B., in Winter, monthly sailings for Dakar, Sierra Leone, Seccondee, Accra and Lagos, and other ports on the coast, if sufficient inducement offers.

For Sailings, Rates of Freight and Full Particulars, apply to

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Montreal

Toronto Agent, S. J. Sharp, 79 Yonge St.
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CANADIAN PACIFIC RAILWAY

THE CANADIAN PACIFIC RAILWAY, through its Bureau of Canadian Information, will furnish you with the latest reliable information on every phase of industrial and agricultural development in Canada. In the Reference Libraries maintained at Chicago, New York and Montreal are complete data on natural resources, climate, labor, transportation, business openings, etc., in Canada. Additional data is constantly being added.

No charge or obligation attaches to this service. Business organizations are invited to make use of it.

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Department of Colonization and Development

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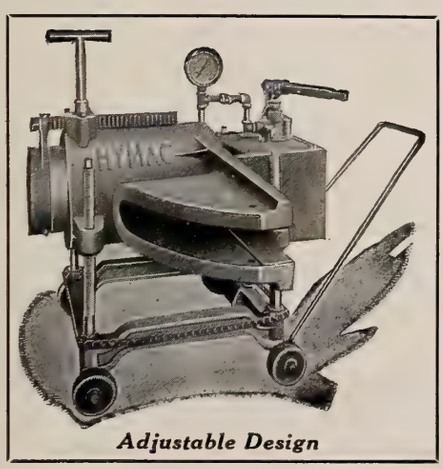
BUTTERFIELD

QUALITY is something that anyone may claim for his goods, but it takes the **TIME TEST** to prove whether the claim is a mere advertising phrase or the undiluted truth. Butterfield Cutting Tools for the machine-shop have been for many years proving their title again and again, to be the standard of cutting-tool value. We constantly make the claim of high quality, and every tool with the name "Butterfield" stamped on it is more proof that the claim is well founded.

Butterfield & Co. Div.
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ROCK ISLAND - - QUEBEC
Montreal Store—131 St. Paul Street West
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Portable Hydraulic Forcing Presses



Adjustable Design

STANDARD STOCK SIZES
75—100—150—250—300 TON CAPACITY
DESIGNED FOR REPAIR WORK
Also HYDRAULIC EQUIPMENT FOR ALL USES

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THE HYDRAULIC MACHINERY CO.
Limited
MONTREAL - - QUEBEC

"Business is good"

Canada with her wonderful natural resources and determined spirit is sound financially and otherwise and must forge ahead.

The Canadian National Exhibition

Never before experienced such a demand for space from home manufacturers.
The optimistic spirit permeating The Great Fair will be a real tonic for you.

TORONTO

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Vancouver

(British Columbia)

THE GREAT CANADIAN CITY THAT IS LOCATED IN THE HEART OF A WONDERLAND OF NATURE

SPECIAL ROUND TRIP RATES from all Eastern Canadian points to Vancouver.

EFFECTIVE JUNE 1

(See your local Agent).

ONLY 15 minutes from the centre of Vancouver—the great Stanley Park—its "Big Trees"—its thousand acres of natural forest—Only another 15 minutes—the magnificent English Bay beaches invite you for a "dip" in the Pacific—Only 30 to 40 minutes—the famous Capilano Canyon—Nature at its best—Hundreds of trips just like these.

Ideal Summer climate—no extreme heat by day—Nights so cool that you will generally find a blanket welcome.

VISIT Vancouver THIS SUMMER

Send for Illustrated Vacation Folder. It tells all about Vancouver, the Wonder City of Canada.

Sent free on request to *Vancouver Publicity Bureau* (J. R. Davison, Mgr.) Suite 60, *330 Seymour Street*, Vancouver, B.C.

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HIGH TENSILE STRENGTH

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MACDONALD MFG. CO., Limited

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Manufacturers of

PLAIN and LITHOGRAPHED CONTAINERS

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Grocers' Sundries
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Also Toys, Novelties, Tags and Advertising Signs

Well packed is half sold
Make your containers advertise you

Office and Works:
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that jarring, grinding noise in your machine shop caused by the metal gears?

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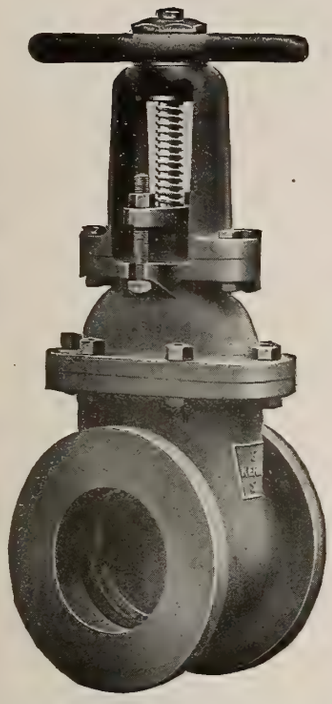
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*Canadian Hart Wheels, Limited, Hamilton, Ont.
*Dominion Abrasive Wheel Co., New Toronto, Ont.
*Norton Company of Canada, Ltd., Hamilton, Ont.

ACCOUNT BOOKS
*The Brown Bros., Ltd., Toronto.

ACCUMULATORS, hydraulic
*The Hydraulic Machinery Co., Limited, Montreal.

ACETYLENE GAS
*The Prest-O-Lite Company of Canada, Ltd., Toronto, Ont.

ACETYLENE GAS BURNERS
Economic Acetylene Burner Co., Toronto, Ont.
*The Prest-O-Lite Company of Canada, Ltd., Toronto, Ont.

ACIDS
*The Grasselli Chemical Co., Ltd., Toronto.
*The Nichols Chemical Co., Ltd., Montreal, Que.

ADVERTISING NOVELTIES
Lawson & Jones, Ltd., London, Ont.

AERATED BEVERAGES
Charles Gurd & Co., Ltd., Montreal, Que.
J. J. McLaughlin, Ltd., Toronto.

AIR COMPRESSORS
*Canadian Ingersoll-Rand Co., Sherbrooke, Que.
*Smart-Turner Machine Co., Ltd., Hamilton, Ont.

AIR LIFT PUMPS
*Canadian Ingersoll-Rand Co., Sherbrooke, Que.

ALCOHOL
*Canadian Industrial Alcohol Company, Ltd., Montreal, Que.

ALKALIES
Brunner, Mond Canada, Limited, Amherstburg, Ont.

ALUMINUM
*Northern Aluminum Co., Ltd., 1805 Traders Bank, Toronto,

ALUMINUM COOKING UTENSILS
"Ideal" Aluminum Products. Ited, Toronto.

AMMONIA
Canadian Ammonia Co., Ltd., Toronto, Ont.

ANCHORS, all steel
Beauchemin & Fils, Ltd., Sorel, Que.

ANGLE BARS
*Burlington Steel Co., Ltd., Hamilton, Ont.
*MacKinnon Steel Co., Limited, Sherbrooke, Que.
*The Steel Company of Canada, Ltd., Hamilton, Ont.

ARSENIC
*Deloro Smelting & Refining Co., Limited, Deloro, Ont.

ARTIFICIAL LIMBS
Chesley Artificial Limb Co., Ltd., Hantsport, N.S.

ASBESTOS
Atlas Asbestos Company, Limited Montreal, Que.
*Eureka Mineral Wool & Asbestos Co., Toronto, Ont.

ASBESTOS SHEATHING
*Eureka Mineral Wool & Asbestos Co., Toronto, Ont.

ASBESTOS SHEET AND PISTON PACKINGS
Atlas Asbestos Company, Limited, Montreal, Que.
*Eureka Mineral Wool & Asbestos Co., Toronto, Ont.

ASBESTOS STEAM PIPE AND BOILER COVERINGS
Atlas Asbestos Company, Limited, Montreal, Que.
*Eureka Mineral Wool & Asbestos Co., Toronto, Ont.

ASBESTOS TEXTILES
Atlas Asbestos Company, Limited, Montreal, Que.
*Eureka Mineral Wool & Asbestos Co., Toronto, Ont.

AUTOMOBILE PARTS
*Dominion Forge & Stamping Co., Walkerville, Ont.

AWNING CORD (cotton)
Hamilton Cotton Co., Hamilton, Ont.

AXLES
Guelph Spring & Axle Co., Ltd., Guelph, Ont.

AXLES, carriage and automobile
Guelph Spring & Axle Co., Ltd., Guelph, Ont.

BABBITT METAL
Alonzo W. Spooner, Ltd., Port Hope, Ont.
Beveridge Paper Co., Ltd., Montreal, Supply Department.
*Hoyt Metal Co., Toronto, Ont.
Magnolia Metal Co. of Canada, Ltd., Montreal, Que.
*The Canada Metal Co., Toronto, Ont.
*Tallman Brass & Metal, Ltd., Hamilton, Ont.

BAGS, Cotton
The Canadian Bag Co., Limited, Montreal, Que.

BAGS, jute
The Canadian Bag Co., Limited, Montreal, Que.

BAGS, travelling
J. Eveleigh & Co., Ltd., Montreal.
Lamontague, Ltd., Montreal, Que.
*The M. Langmuir Mfg. Co., of Toronto, Ltd., Toronto, Ont.

BAND RESAWS
*Canada Machinery Corporation, Limited, Galt, Ont.
*P. B. Yates Machine Co., Ltd., Hamilton, Ont.

BAND SAWS
*E. C. Atkins & Co., Inc., Hamilton, Ont.

BANK FITTINGS
The Canadian Office & School Furniture Co., Ltd., Preston, Ont.

BANK AND OFFICE RAILINGS AND CAGES
*Canada Wire and Iron Goods Co., Hamilton, Ont.
*Dennis Wire & Iron Works Co., London, Ont.
*The Geo. B. Meadows, Toronto, Wire, Iron & Brass Works Co., Ltd., Toronto, Ont,

BARRELS, steel, and containers
*Smart-Turner Machine Co., Ltd., Hamilton, Ont.

BARS, iron
London Rolling Mill Co., Ltd., London, Ont.

BARS, steel
London Rolling Mill Co., Ltd., London, Ont.

BASEBALL GOODS
A. J. Reach Co., Brantford, Ont.

BATHS, enamelled
Amherst Foundry Co., Ltd., Amherst, N.S.

BATTERIES, dry
*The Canadian National Carbon Co., Ltd., Toronto, Ont.

BATTERIES, Flashlight
*The Canadian National Carbon Co., Ltd., Toronto, Ont.

BATTERIES, Storage
*The Canadian National Carbon Co., Ltd., Toronto, Ont.

BEARINGS, pillow block and upright
*Canadian Fairbanks-Morse Company, Ltd., Montreal, Que.

BELT HOOKS
*Torrington Company, Limited, Upper Bedford, Que.

BELTING CHAINS
*Canadian Link-Belt Company, Ltd., Toronto, Ont.

BELTING, elevator
*Canadian Consolidated Rubber Co., Ltd., Montreal, Que.

BELTING, leather
The Beardmore Belting Co., Ltd., Toronto, Ont.
*J. L. Goodhue & Co., Danville, Que.
*McArthur Beltings, Limited, Brockville, Ont.
*The D. K. McLaren Belting Co., Ltd., Montreal, Que.
*The J. C. McLaren Belting Co., Ltd., Montreal, Que.

BELTING, rubber
*Canadian Consolidated Rubber Co., Ltd., Montreal, Que.
*Gutta Percha and Rubber Ltd., Toronto, Ont.

BELTING, stitched cotton duck
*Dominion Belting Co., Ltd., Hamilton, Ont.

BENT GOODS
The Crown Lumber Co., Woodstock, Ont.

BISCUITS
The Montreal Biscuit Co., Montreal, Que.

BLACK SHEETS
*A. C. Leslie & Co., Montreal, Que.

BLANKETS
Slingsby Mfg. Co., Ltd., Brantford, Ont.
J. Walshaw & Son, Ltd., Bolton, Ont,

BLANKETS, horse
Slingsby Mfg. Co., Ltd., Brantford, Ont.
J. Walshaw & Son, Ltd., Bolton, Ont.

BLASTING ACCESSORIES
Canadian Explosives, Ltd., Montreal, Que.

BLEACHING POWDER
*Canadian Salt Co., Ltd., Windsor, Ont.

BLOWERS
*The Canadian Blower & Forge Co., Ltd., Kitchener, Ont.

BOARDS, paper, fibre, press
Beveridge Paper Co., Ltd., Montreal, Supply Department.

BOATS OF ALL KINDS
Peterboro Canoe Co., Ltd., Peterboro, Ont.

BOBBINS
Canada Spool & Bobbin Co., Ltd., Walkerton, Ont.

BOILER COMPOUND
Beveridge Paper Co., Ltd., Montreal, Supply Department.

BOILER COMPOUND AND OILS
Electric Boiler Compound Co., Ltd., Guelph, Ont.

BOILER GRAPHITE
Black Donald Graphite Company, Limited, Calabogie, Ont.

BOILER LININGS AND COVERINGS
Beveridge Paper Co., Ltd., Montreal. Supply Department.

BOILERS
*Canadian Mead Morrison Co., Ltd., Montreal, Que.
*Goldie & McCulloch Co., Limited, Galt, Ont.
*E. Leonard & Sons, Ltd., London, Ont.
J. & R. Weir, Montreal, Que.
Taylor-Forbes Co., Ltd., Guelph
*The Waterous Engine Works Co., Ltd., Brantford, Ont.

BOILERS, hot water or steam
Warden King, Ltd., Montreal.

BOILERS, steam
*The Goldie & McCulloch Co., Ltd., Galt, Ont.
*The Waterous Engine Works Co., Ltd., Brantford, Ont.

BOILERS, steam and brass work
*The Waterous Engine Works Co., Ltd,, Brantford, Ont.

BOLTS AND NUTS
*The Canadian Tube & Iron Co., Ltd., Montreal, Que.
*The National Acme Mfg. Co., Montreal, Que.
*The Steel Company of Canada, Ltd., Hamilton, Ont.

BOOKBINDERS
*The Brown Bros., Ltd., Toronto.

BOOKCASES
*Office Specialty Mfg. Co., Ltd., Newmarket, Ont.

BOOKCASES, sectional (Gunn)
The George McLagan Furniture Co., Ltd., Stratford, Ont.

BOOKS, blank
*The Brown Bros., Ltd., Toronto.

BOOTS AND SHOES
Ames—Holden—McCready, Limited, Montreal, Que.
J. Leckie Co., Ltd.
The John Ritchie Co., Ltd., Quebec, Que.

BOXES, cellular and fibre board
*Hinde & Dauch Paper Co. of Canada, Limited. Toronto.
*Thompson & Norris Co., of Canada, Ltd., Toronto and Montreal.

BOXES, rattle and soap
The Arlington Co. of Canada, Ltd., Toronto, Ont,

BOXES, steel shop
*Steel Trough and Machine Co., Ltd., Tweed, Ont.

BOXES AND SHOOKS, wooden
The C. Beck Mfg. Co., Ltd., Penetanguishene, Ont.

BOXES, wooden
Barchard & Co., Ltd., Toronto.

BRAKE SHOES
*Canadian Hart Wheels, Limited, Hamilton, Ont.

BRANDS, burning
Pritchard, Andrews Co. of Ottawa, Ltd., Ottawa, Ont.

BRASS AND BRONZE WIRE
*Standard Underground Cable Co. of Canada, Ltd., Hamilton, Ont.

BRASS ENGRAVERS
Pritchard, Andrews Co, of Ottawa, Ltd., Ottawa, Ont.

BRASS FOUNDERS AND FINISHERS
*The Booth-Coulter Copper & Brass Co., Ltd., Toronto, Ont.
Sully Brass Foundry, Limited, Toronto
*Tallman Brass & Metal, Ltd., Hamilton, Ont.

*For Display Advertisement see Index, Page 45

BRASS GOODS
*The Booth-Coulter Copper & Brass Co., Ltd., Toronto, Ont.
The James Morrison Brass Mfg. Co., Ltd., Toronto, Ont.
*The Kerr Engine Co., Limited, Walkerville, Ont.

BRASS RODS, SHEETS AND PLATES
*Brown's Copper and Brass Rolling Mills, Ltd,, New Toronto.

BRASS SHEETS AND PLATES
*Copper Products, Ltd.. Montreal, Que.

BRASS TUBING, seamless
Canadian Seamless Wire Co., Ltd., Toronto, Ont.
*Copper Products, Ltd., Montreal, Que.

BRASS WIRE
Canadian Seamless Wire Co., Ltd., Toronto.

BRASS WORK, church
Pritchard, Andrews Co. of Ottawa, Ltd., Ottawa, Ont.

BRASS WORK, special
*Booth-Coulter Copper & Brass Co., Ltd., Toronto.
*The Waterous Engine Works Co., Ltd., Brantford, Ont.

BRICK
National Brick Co. of Laprairie, Laprairie, Que.
Port Credit Brick Co., Port Credit, Ont.

BRICK, enamel
National Brick Co. of Laprairie, Laprairie, Que.

BRICK, pressed
National Brick Co. of Laprairie, Laprairie, Que.

BRICK, rubbing
*Canadian Hart Wheels, Limited, Hamilton, Ont.

BRICK, sewer.
National Brick Co. of Laprairie, Laprairie, Que.

BRIDGES, Railway and Highway
*Canadian Des Moines Steel Co., Limited, Chatham.
*Hamilton Bridge Works Co., Ltd,, Walkerville, Ont.
*The Canadian Bridge Co., Ltd., Hamilton, Ont.
*McGregor & McIntyre, Ltd., Toronto, Ont.
*Dominion Bridge Co., Montreal.
*Mackinnon Steel Co., Ltd., Sherbrooke, Que.

BROOMS
Simms, T. S., & Co., Limited, St. John, N.B.
Stevens-Hepner Co., Limited, Port Elgin, Ont.

BRONZE SHEETS, RODS, PLATES
*Brown's Copper and Brass Rolling Mills, Ltd., New Toronto. Que.
*Copper Products, Ltd., Montreal,

BRONZE TUBING, seamless
*Copper Products, Ltd., Montreal, Que.

BRUSHES
Simms, T. S., & Co., Limited, St. John, N.B.
Stevens-Hepner Co., Ltd., Port Elgin, Ont.

BRUSHES, carbon
*Canadian National Carbon Co., Ltd., Toronto.

BUCKET TANKS
*MacKinnon Steel Co., Ltd., Sherbrooke, Que.
*The Bennett & Wright Co., Ltd., Toronto, Ont.

BUILDING FELT AND PAPER
Beveridge Paper Co., Ltd., Montreal.
*Eureka Mineral Wool & Asbestos Co., Toronto, Ont,
*The Barrett Co., Ltd., Toronto and Montreal.

BUNGS, wooden for barrels
Wm. H. White, Ville St. Pierre, Montreal, Que.

BUCKLES, shoe and coat
Parmenter & Bulloch Co., Limited, Ganonoque, Ont.

BURLAPS
The Canadian Bag Co., Limited, Montreal, Que.

BURLAPS, decorative
Dominion Oil Cloth and Linoleum Co., Limited, Montreal, Que.

CABLES, electric light, power, telephone and telegraph
*Northern Electric Company, Limited, Montreal, Que.
*Standard Underground Cable Co. of Canada, Ltd,, Hamilton, Ont.

CABLES, wire
*The Dominion Wire Rope Co., Ltd., Montreal, Que.
*The B. Greening Wire Co., Ltd., Hamilton, Ont.

CALENDARS, ADVERTISING NOVELTIES, etc.
Lawson & Jones, Ltd., London.

CAMERAS
Canadian Kodak Co., Ltd., Toronto, Ont.

CAMPERS' OUTFITTERS
Slingsby Mfg. Co., Ltd., Brantford, Ont.

CANADA SILVER
*Brown's Copper and Brass Rolling Mills, Ltd., New Toronto.

CANOES
Peterboro Canoe Co., Ltd., Peterboro, Ont.
The "Canadian" Canoe Co., Ltd., 216 Rink St., Peterborough, Ont.

CANS, baking powder, etc.
American Can Co., Montreal (Que.) and Hamilton (Ont.).
A. R. Whittall Can. Co., Ltd., Montreal, Que.
*MacDonald Mfg. Co., Ltd., Toronto. Ont.

CANS, fruit
American Can Co., Montreal (Que.) and Hamilton (Ont.).
A. R. Whittall Can Co., Ltd., Montreal, Que.
*MacDonald Mfg. Co., Ltd., Toronto, Ont.

CANS, iron, lead and putty
A. R. Whittall Can. Co., Ltd., Montreal, Que.

CANS, tin
A. R. Whittall Can. Co , Ltd., Montreal, Que.
American Can Co.. Montreal (Que.) and Hamilton (Ont.).
*MacDonald Mfg. Co., Ltd., Toronto, Ont.

CAPS, cloth
John W. Peck & Co., Ltd., Montreal, Que.

CARBIDE
*Canada Carbide Co., Ltd., Montreal. Que.

CARBONS-PROJECTOR
*Canadian National Carbon Co., Toronto, Ont.

CARBONIC ACID GAS
*Canadian Carbonate Co., Montreal.

CARD RECORD SYSTEMS
Lowe-Martin Co., Ltd., Ottawa, Ont.
*Office Specialty Mfg. Co., Ltd., Newmarket, Ont.

CARPETS AND RUGS
Toronto Carpet Mfg. Co., Limited, Toronto.

CARPET FELTS, plain and corrugated
Beveridge Paper Co., Ltd., Montreal. Supply Department.

CARRIERS
*Richards-Wilcox Canadian Co., Ltd., London. Ont.

CARRIERS, box and barrel
*Canadian Mathews Gravity Carrier.

CARRIERS, brick
*Canadian Mathews Gravity Carrier Co., Limited, Toronto.
*Richards-Wilcox Canadian Co., Ltd., London, Ont.

CARS
*National Steel Car Co., Ltd., Hamilton, Ont.

CARS, industrial
*MacKinnon Steel Co., Ltd,, Sherbrooke, Que.

CARTONS, lithographed
Consolidated Lithographing and Mfg. Co., Ltd., Montreal, Que.
Harris Lithographing Co., Ltd., Toronto, Ont.

CASTINGS, Alloy
*The Electric Steel & Metals Co., Ltd., Welland, Ont.

CASTINGS, aluminum, brass and bronze
*Booth-Coulter Copper & Brass Co., Ltd., Toronto, Ont.
Sully Brass Foundry, Limited, Toronto.

CASTINGS, grey iron
*Canadian Rumely Co., Ltd., Toronto, Ont.
*The Goldie & McCulloch Co., Ltd. Galt, Ont.
*Wm. Kennedy & Sons, Ltd., Owen Sound, Ont.

CASTINGS, malleable iron
*Galt Malleable Iron Co., Ltd., Galt, Ont.
Mapleleaf Manufacturing Comp-Smith's Falls, Ont.

CASTINGS, steel
Beauchemin & Fils, Ltd., Sorel, Que.
*Canadian Steel Founderies, Ltd., Montreal, Que.
*Dominion Foundries and Steel Co., Ltd., Hamilton, Ont.
*Electric Steel & Metals Co., Ltd., Welland, Ont.
*Wm. Kennedy & Sons, Ltd., Owen Sound. Ont.

CATALOGUE MAKERS
Grip, Ltd., Toronto, Ont.

CATALOGUE COVERS, by new lithographing process
Harris Lithographing Co., Ltd., Toronto, Ont.

CAUSTIC SODA
*Canadian Salt Co., Ltd., Windsor.

CEMENT WATERPROOFING
*Trussed Concrete Steel Company of Canada, Ltd., Walkerville, Ont.

CEMENTS, High Temp.; plastic, liquid
Beveridge Paper Co., Ltd., Montreal, Supply Department.

CENTRIFUGAL PUMPS
*The Goldie & McCulloch Co., Ltd., Galt, Ont.

CHAINS, for elevators, conveyors and drives
*Canadian Link-Belt Company, Ltd., Toronto, Ont.

CHAIRS
*Office Specialty Mfg. Co., Ltd. Newmarket, Ont.

CHAIRS; Folding and Assembly Seating
Stratford Mfg. Co., Ltd., Stratford, Ont.

CHAIRS, rattan and upholstered
Imperial Rattan Co., Ltd., Stratford, Ont.

CHEMICALS
Canadian Laboratory Supplies, Ltd., Toronto, Ont.
*The Grasselli Chemical Co., Ltd., Toronto, Ont.
*The Nichols Chemical Co., Ltd. Montreal, Que.

CHEMISTS, industrial
*Milton Hersey Co., Montreal.

CHICLETS AND CHEWING GUM
Canadian Chewing Gum Co., Ltd., Toronto, Ont.

CIRCULAR CUTTERS, solid steel
*Galt Knife Co., Ltd.
The Peter Hay Knife Co., Ltd., Galt, Ont.

CIRCULAR SAWS
*E. C. Atkins & Co., Inc., Hamilton, Ont.

CLAM SHELL BUCKETS
*Canadian Mead Morrison Co., Ltd., Montreal, Que.

CLOCKS, time
*International Business Machines Co., Ltd., Toronto, Ont.

CLOCKS, watchmen's
*The Bennett & Wright Co., Ltd., Toronto, Ont.

CLOSET SEATS
*Goderich Organ Co., Goderich,Ont.

CLOTHING
John W. Peck & Co., Ltd., Montreal, Que.

CLOTHING, leather and sheepskin lined coats
*A R. Clarke & Co., Ltd., Toronto.

CLOTHING, Mackinaw
The Carss Mackinaw Clothing Co., Ltd., Orillia, Ont.

CLOTHES LINES, cotton
Hamilton Cotton Co., Hamilton, Ont.

COAL
*Nova Scotia Steel & Coal Co., Ltd., New Glasgow, N.S.
Standard Fuel Co., Toronto, Ont.

COBALT OXIDE
*Deloro Smelting & Refining Co., Ltd., Deloro, Ont.
The Coniagas Reduction Co., Ltd., St. Catharines, Ont.

COBALT METAL
*Deloro Smelting & Refining Co., Ltd., Deloro, Ont.

COFFEE
S. H. Ewing & Sons, Montreal.

COLD DRAWN SHAPES, flats, squares and hexagons
*The Canadian Drawn Steel Co., Ltd., Hamilton, Ont.
*Union Drawn Steel Co.. Ltd., Hamilton, Ont.

COLD STORAGE DOORS
*John Hillock & Co., Ltd., Toronto.

COLLAR BUTTONS
The Arlington Co. of Canada, Ltd., Toronto, Ont.

COLLARS. Composition
Parsons & Parsons Canadian Co., Hamilton, Ont.

COLORS
*A. Ramsay & Son Co., Montreal.

COMBS, fine dressing and name
The Arlington Co. of Canada, Ltd., Toronto

COMMERCIAL STATIONERY
*Brown Bros., Ltd., Toronto, Ont.

CONCRETE COATINGS, PAINTS, Etc.
*The Imperial Varnish & Color Co., Ltd., Toronto, Ont.

CONCRETE HARDENER AND WATERPROOFER
Beveridge Paper Co., Ltd., Montreal, Supply Department.
Sturgeons Limited, Toronto.

CONDENSERS, Barometic
*Canadian Ingersoll-Rand Co., Sherbrooke, Que.

CONDENSERS, jet and surface
*The Goldie & McCulloch Co., Ltd., Galt, Ont.

CONDENSERS, rotary jet
*The Goldie & McCulloch Co., Ltd., Galt. Ont.

CONDUIT FOR INTERIOR WIRING
*Conduits Co., Ltd., Toronto. Ont.
*National Conduit Co., Limited, Toronto.

CONFECTIONERY
Ganong Bros., Ltd., St. Stephens, N.B.
Moirs, Ltd., Halifax, N.S.
The Montreal Biscuit Co., Montreal, Que.

CONTAINER BOARD—strong container
*Bathurst Lumber Co., Ltd.. Bathurst, N.B.

CONTRACTOR'S PLANT
*Canadian Mead Morrison Co., Ltd., Montreal, Que.

CONVEYORS
*Canadian Link-Belt Company, Ltd., Toronto, Ont.
*Canadian Mathews Gravity Carrier Co., Toronto.

COPPER
*Booth-Coulter Copper & Brass Co., Ltd., Toronto, Ont.
*Consolidated Mining & Smelting Co. of Canada, Ltd., Montreal.

COPPER, SHEETS, PLATES, BARS, RODS
*Brown's Copper and Brass Rolling Mills, Ltd., New Toronto, Ont.
*Booth-Coulter Copper & Brass Co. Ltd., Toronto, Ont.
*Copper Products, Ltd., Montreal, Que.

COPPERSMITHS
*Booth-Coulter Copper & Brass Co., Ltd., Toronto, Ont.

COPPER TUBING, seamless
*Copper Products, Ltd., Montreal, Que.
Canadian Seamless Wire Co., Ltd., Toronto, Ont.
*Booth-Coulter Copper & Brass Co., Ltd., Toronto, Ont.

COPPER WIRE
Canadian Seamless Wire Co., Ltd., Toronto, Ont.
*Standard Underground Cable Co. of Canada, Ltd., Hamilton, Ont.

CORKS
S. H. Ewing & Sons, Montreal, Que.

CORK CARPET
Dominion Oil Cloth and Linoleum Co., Ltd., Montreal, Que.

CORRUGATED PAPER BOXES
Corrugated Paper Box Co., Ltd., Toronto, Ont.
*Hinde & Dauch Paper Co. of Canada, Limited. Toronto.
Standard Paper Box Company, ted, Montreal, Que.
*Thompson & Norris Co., of Canada, Ltd., Toronto and Montreal.

CORSETS
Dominion Corset Co., Quebec, Que.

COTTONS
*Montreal Cottons, Ltd., Valleyfield, P.Q.

COTTONADES
Hamilton Cotton Co., Hamilton, Ont.

COUPLERS
*Canadian Steel Foundries, Ltd., Welland, Ont.

CRANES
*Northern Crane Works, Walkerville, Ont.
*The Herbert Morris Crane and Hoist Co., Ltd., Niagara Falls, Ont.

CREAM CHEESE, Ingersoll
The Ingersoll Packing Co., Ltd., Ingersoll, Ont.

CREAM SEPARATORS AND MILK CLARIFIERS
De Laval Dairy Supply Co., Peterboro, Ont.

CREAMERY AND CHEESE FACTORY MACHINERY AND SUPPLIES
De Laval Dairy Supply Co., Ltd., Peterboro, Ont.

CREOSOTED MATERIALS
*The Barrett Co., Ltd., Toronto and Montreal.

CRUSHERS, Rock and Ore
*Canadian Ingersoll-Rand Co., Ltd., Sherbrooke, Que.

CUPOLAS
*Northern Crane Works, Ltd., Walkerville, Ont.

CUPS, presentation
Standard Silver Co., Toronto, Ont.

CURTAINS, chenille
Hamilton Cotton Co., Hamilton, Ont.

CUTLERY
Standard Silver Co., Toronto, Ont.

CUTTERS, machine
*Pratt & Whitney Co., Dundas, Ont.

DECALCOMANIA TRANSFERS
Canada Decalcomania Co., Toronto, Ont.

DENIMS
Hamilton Cotton Co., Hamilton, Ont.

DERAILS
*Canadian Hart Wheels, Ltd., Hamilton, Ont.

DESIGNERS AND PRINTERS OF BOOKLETS, Etc.
Grip, Ltd., Toronto, Ont.

DESKS
*Office Specialty Mfg. Co., Ltd., Newmarket, Ont.
The Macey Office Equipment Co., Toronto.

DIE CASTINGS
*Tallman Brass & Metal, Limited Hamilton, Ont.

DIES
*Butterfield & Co.. Rock Island, P.Q.
*Pratt & Whitney Co., Dundas, Ont.

DIES, for metal stampings.
Larsen & Shaw, Ltd., Walkerton.

DINING ROOM SUITES
The George McLagan Furniture Co., Ltd., Stratford, Ont.

DISINFECTING APPARATUS
Spramotor Co., London, Ont.

DOOR HANGERS
*Richards Wilcox Canadian Co., Ltd., London, Ont.

DREDGES
*Canadian Mead Morrison Co., Ltd., Montreal, Que.

DRILL PRESSES
*Canada Machinery Corporation, Ltd., Galt, Ont.

DRILL SHARPENERS
*Canadian Ingersoll-Rand Co., Ltd., Montreal, Que.

DRILLS
*John Morrow Screw & Nut Co., Ltd., Ingersoll, Ont.
*Pratt & Whitney Co., Dundas, Ont.

DRIFT BOLTS OR SPIKES
London Rolling Mill Co., Ltd., London, Ont.

DROP HAMMERS
*Canada Machinery Corporation, Ltd., Galt, Ont.

DRUMS, steel, and containers
*Smart-Turner Machine Co., Ltd., Hamilton, Ont.

DRY COLORS
*The Imperial Varnish & Color Co., Ltd., Toronto.

DUMB WAITERS
Turnbull Elevator Mfg. Co., Toronto, Ont.

DURABLE WIRE ROPE
*The Dominion Wire Rope Co., Ltd., Montreal, Que.

DYNAMITE
Canadian Explosives, Ltd., Montreal, Que.

DYNAMOS
*Jones & Moore Electric Co., Ltd., Toronto, Ont.
*The Canadian Crocker-Wheeler Co., Ltd., St. Catharines, Ont.

DYNAMOS, plating
*Jones & Moore Electric Co., Ltd., Toronto, Ont.

EIDERDOWN
Galt Knitting Co., Ltd., Galt, Ont.

ELECTRICAL AND GAS FIXTURES
The Garth Co., Montreal, Que.
The James Morrison Brass Mfg. Co., Ltd.. Toronto, Ont.
*Tallman Brass & Metal, Ltd., Hamilton, Ont.

ELECTRIC APPLIANCES
*Canadian Crocker-Wheeler Co., Ltd., St. Catharines, Ont.
*Canadian Westinghouse Co., Ltd., Hamilton, Ont.

ELECTRICAL COMPOUNDS
Standard Paint Co. of Canada, Ltd., Montreal, Que.

ELECTRIC PLATE WARE
Roden Bros., Ltd., Toronto, Ont.

ELECTRODES, carbon
*Canadian National Carbon Co., Ltd., Toronto, Ont.

ELECTROTYPING
Central Press Agency, Ltd., Toronto.

ELECTRICAL SUPPLIES
*Canadian Westinghouse Co., Ltd., Hamilton, Ont.
*Jones & Moore Electric Co., Ltd.,
*Northern Electric Co., Ltd., Montreal, Que.

ELECTRO-SILVER PLATED WARE
Standard Silver Co., Toronto, Ont.

ELEVATING MACHINERY
*Canadian Link-Belt Company, Ltd., Toronto, Ont.
*Canadian Mathews Gravity Carrier Co., Toronto, Ont.

ELEVATORS
*MacKinnon Steel Co., Ltd., Sherbrooke, Que.
Turnbull Elevator Mfg. Co., Toronto, Ont.
*The Waterous Engine Works Co. Ltd,, Brantford, Ont.
*Northern Crane Works, Ltd., Walkerville, Ont.

ELEVATORS FOR ALL PURPOSES
*The Waterous Engine Works Co., Ltd., Brantford, Ont.

ELEVATOR GATES AND DOORS
Turnbull Elevator Mfg. Co., Ltd., Toronto, Ont.
*The A. B. Ormsby Co., Ltd., Toronto, Ont.

ELEVATOR GUARDS
*The Geo. B. Meadows, Toronto.
Iron & Brass Goods Works Co., Ltd., Toronto, Ont.
*Canada Wire and Iron Goods Co., Hamilton, Ont.

EMERY GRINDERS
*Canadian Hart Wheels, Ltd., Hamilton, Ont.

EMERY WHEELS
*Canadian Hart Wheels, Ltd., Hamilton, Ont.

ENAMELS
Dominion Paint Works, Limited, Walkerville, Ont.
*The Imperial Varnish & Color Co., Ltd., Toronto, Ont.

ENAMEL AND TIN WARE
*McClary Mfg. Co., London, Ont.

ENGINES
*E. Leonard & Sons, Limited, London, Ont.
*Goldie & McCulloch Co., Ltd., Galt, Ont.
J. & R. Weir, Montreal, Que.
*The Waterous Engine Works Co., Ltd., Brantford, Ont.

ENGINES, gas and gasoline
*Canadian Fairbanks-Morse Co., Ltd., Montreal, Que.
*Hamilton Motor Works, Ltd., Hamilton, Ont.
*Massey-Harris Co., Ltd., Toronto

ENGINES, gasoline, tractor, plowing and threshing
Sawyer-Massey Co., Ltd., Hamilton. Ont.

ENGINES, hoisting
*Canadian Ingersoll-Rand Co., Ltd., Sherbrooke, Que.
*Canadian Mead Morrison Co., Ltd., Montreal, Que.
*The Waterous Engine Works Co., Ltd., Brantford, Ont.

ENGINES, marine, gasoline and kerosene
Bruce, Stewart & Co., Ltd., Charlottetown, P.E.I.

ENGINES, steam plowing and threshing
Sawyer-Massey Co., Ltd., Hamilton. Ont.

ENGRAVERS, photo
Grip, Ltd., Toronto, Ont.

ENGRAVERS, half-tone
Grip, Ltd., Toronto.

ENGRAVERS AND PRINTERS steel plate
American Bank Note Co., Ottawa, Ont.

ENGRAVERS AND PRINTERS bank note
American Bank Note Co., Ottawa, Ont,

ENGRAVING
*J. L. Jones Engraving Co., Toronto, Ont.

ENGRAVING, copper and steel plate
Pritchard-Andrews Co. of Ottawa, Ltd., Ottawa, Ont.

ENSILAGE AND STRAW CUTTERS
J. Fleury's Sons, Aurora, Ont.
*Ontario Wind Engine & Pump Co., Ltd., Toronto, Ont.

ENVELOPES
*Barber-Ellis Co., Ltd., Toronto.
Canada Envelope Co., Montreal, Que.

EXPANSION BOLTS
Beveridge Paper Co., Ltd., Monreal, Que.

EXPERTS IN PATENT CAUSES
*Ridout & Maybee, Toronto, Ont.

EXPLOSIVES, high
Canadian Explosives, Ltd., Montreal, Que.

FACE PLATE JAWS
*Ker & Goodwin, Brantford, Ont.

FACTORY SUPPLIES, cheese and creamery
De Laval Dairy Supply Co., Ltd., Montreal, Que.

FANS
*The Canadian Blower & Forge Co., Ltd., Kitchener, Ont.

FENCING, wire
*C. H. Johnson & Sons, Ltd., Montreal, Que.

FELTS, pulp and paper makers
Ayers, Ltd., Lachute Mills, P.Q.

FENCES AND GATES
*Dennis Wire & Iron Works Co., London, Ont.
*Canada Wire & Iron Goods Co., Hamilton, Ont.
*Frost Steel & Wire Company, Limited, Hamilton, Ontario.

FIBRE PAILS
*The E. B. Eddy Co., Ltd., Hull, Que.

FIBRE, Vulcanized
Beveridge Paper Co., Ltd., Montreal, Supply Department.

FIBRE (vulcanized), sheets, rods, tubes, etc.
*The Diamond State Fibre Co. of Canada, Ltd., Toronto.

FIBREBRICK, Plastic, jointless
Beveridge Paper Co., Ltd., Montreal, Supply Department.

FILES.
Henry Disston & Sons, Ltd., Toronto. Ont.
*John Morrow Screw & Nut Co., Ltd., Ingersoll, Ont.
*The Nicholson File Co., Port Hope.
The Ingersoll File Company. Ltd. Ingersoll, Ont.

FILING CABINETS
*Office Specialty Co., Newmarket, Ont.

FILING DEVICES
The Macey Office Equipment Co., Toronto.

FILING EQUIPMENT, wood & steel
*Office Specialty Mfg. Co., Ltd., Newmarket, Ont.

FILING SYSTEMS
*Office Specialty Mfg. Co., Ltd., Newmarket, Ont.
Lowe-Martin Co., Ltd., Ottawa, Ont.

FILMS, MOTION PICTURE
*Canadian Aero Film Company, Limited, Toronto.

FIRE ALARMS
*Northern Electric Co., Ltd., Montreal, Que.

FIRE BRICK
Dominion Fire Brick & Clay Products, Ltd., Moose Jaw, Sask.
FIRE BRICK AND CLAY
Dominion Fire Brick & Clay Products, Ltd., Moose Jaw, Sask.
FIRE BRICK, PLASTIC
Beveridge Paper Co., Ltd., Montreal, Que.
FIRE DOOR HARDWARE
*Richard Wilcox Canadian Co., Ltd., London, Ont.
FIRE DOORS
*A. B. Ormsby Co., Ltd., Toronto.
*The Pedlar People, Ltd., Oshawa, Ont.
FIRE ENGINES
American LaFrance Fire Engine Company of Canada, Limited, Toronto.
*Waterous Engine Works Co., Ltd., Brantford, Ont.
FIRE ESCAPES
American LaFrance Fire Engine Company of Canada, Limited, Toronto.
*Canada Wire & Iron Goods Co., Hamilton, Ont.
*Dennis Wire & Iron Works Co., London, Ont.
*McGregor & McIntyre, Ltd., Toronto, Ont.
FIRE EXTINGUISHERS
*A. B. Ormsby Co., Ltd., Toronto.
American LaFrance Fire Engine Company of Canada, Limited, Toronto.
*Booth-Coulter Copper & Brass Co., Ltd., Montreal, Que.
*The Bennett & Wright Co., Ltd., Toronto, Ont.
FIRE FIGHTING APPARATUS
American LaFrance Fire Engine Company of Canada, Limited, Toronto.
*Waterous Engine Works Co., Ltd., Brantford, Ont.
FIRE HOSE
*Canadian Consolidated Rubber Co of Canada, Ltd., Montreal, Que.
*Gutta Percha & Rubber, Ltd., Toronto, Ont.
FIRE PREVENTION MATERIAL
*Chicago Bridge & Iron Works Bridgeburg, Ont.
*Eureka Mineral Wool & Asbestos Co., Toronto.
*The Bennett & Wright Co., Ltd., Toronto, Ont.
FIRE-PROOF WINDOWS AND DOORS
*Canadian Metal Window & Steel Products, Limited, Toronto.
*A. B. Ormsby Co., Ltd., Toronto.
*Pedlar People, Ltd., Oshawa, Ont.
*Trussed Concrete Steel Company of Canada, Ltd., Walkerville, Ont.
FIRE PROTECTION SYSTEMS
*Canadian Des Moines Steel Co., Limited, Chatham.
FIRE SPRINKLER SYSTEMS
*Chicago Bridge & Iron Works, Bridgeburg, Ont.
*The Bennett & Wright Co., Ltd., Toronto, Ont.
*Purdy Mansell Co., Toronto, Ont.
FIRE AND WATER DEPARTMENT
*Chicago Bridge & Iron Works, Bridgeburg, Ont.
The Garth Co., Montreal, Que.
FISH, Atlantic Sea-Foods
Maritime Fish Corporation, Ltd., Montreal, Que.
FITTINGS FOR SOIL PIPE
Anthes Foundry, Ltd., Toronto.
FITTINGS, steam
Warden King Ltd., Montreal, Que.
FLOORING, hardwood
Seaman Kent Co., Ltd., Meaford, Ont.
FORGES
*Canadian Blower & Forge Co., Ltd., Kitchener, Ont.
FORGINGS
*Canada Foundries & Forgings Co., Welland, Ont.
*The Steel Co. of Canada, Ltd., Hamilton, Ont.
FORGINGS, drop
*Dominion Forge & Stamping Co., Walkerville, Ont.
FOUNDRY EQUIPMENT
*Northern Crane Works, Ltd., Walkerville, Ont.

FOUNTAIN FRUITS AND JUICES
J. J. McLaughlin, Ltd., Toronto.
FROGS AND CROSSINGS, manganese
Canadian Ramapo Iron Works, Ltd., Niagara Falls, Ont.
FUEL
Standard Fuel Co., Toronto, Ont.
FUR GARMENTS, men's and women's
Holt, Renfrew, Ltd., Quebec.
FUR GOODS
John W. Peck & Co., Ltd., Montreal, Que.
FURNACES
*McClary Mfg. Co., London, Ont.
FURNITURE; Camp and Verandah and Novelties
The Stratford Mfg. Co., Limited, Stratford, Ont.
FURNITURE, hall
The George McLagan Furniture Co., Ltd., Stratford, Ont.
FURNITURE, office
The Canadian Office & School Furniture Co., Ltd., Preston, Ont.
FURNITURE, reed and rattan
Imperial Rattan Co., Ltd., Stratford, Ont.
FUSES
*Economy Fuse & Mfg. Co., Montreal, Que.
GALVANIZED IRON
*A. C. Leslie & Co., Montreal.
GALVANIZED SHEETS
*Dominion Sheet Metal Co., Hamilton, Ont.
*The A. B. Ormsby Co., Ltd., Toronto, Ont.
GALVANIZERS
Acme Stamping & Tool Works, Ltd., Hamilton, Ont.
*Ontario Wind Engine & Pump Co., Ltd., Toronto, Ont.
*The Pedlar People, Ltd., Oshawa.
GALVANIZING, custom
The Goold, Shapley & Muir Co., Ltd., Brantford, Ont.
GASOLINE ENGINES
*Ontario Wind & Pump Co., Ltd., Toronto, Ont.
De Laval Dairy Supply Co., Ltd., Peterboro, Ont.
*The Goold Shapley & Muir Co., Limited, Brantford, Ont.
GASOLINE FIRE ENGINES
American LaFrance Fire Engine Company of Canada, Limited, Toronto.
*Waterous Engine Works Co., Ltd., Brantford, Ont.
GASOLINE STORAGE SYSTEMS, special underground
*S. F. Bowser & Co., Toronto.
*Steel Trough & Machine Co., Ltd., Tweed, Ont.
GASOLINE
*The Imperial Oil Co., Ltd., Toronto, Ont.
GEARS, cut
*Hamilton Gear and Machine, Toronto.
GEARS (noiseless, waterproof)
*The Diamond State Fibre Co. of Canada, Ltd., Toronto.
GELATINE
Canada Gelatine Co., Ltd., Brantford, Ont.
GENERATORS
*Canadian Crocker-Wheeler Co., Ltd., St. Catharines, Ont.
*Canadian Westinghouse Co., Ltd., Hamilton, Ont.
GILDING METAL
*Copper Products, Ltd., Montreal, Que.
GLASSWARE
Dominion Glass Co., Ltd., Montreal, Que.
GLASSWARE, cut
Roden Bros., Ltd., Toronto.
GLASS FOR BUILDINGS
Toronto Plate Glass Importing Co., Ltd., Toronto, Ont.
GLASS BENDERS
Toronto Plate Glass Importing Co., Ltd., Toronto, Ont.
GLASS, mirror
Toronto Plate Glass Importing Co., Ltd., Toronto, Ont.

GLOVES AND MITTS
*A. R. Clarke & Co., Ltd., Toronto.
Craig, Cowan Co., Ltd., Toronto.
GLUE
Canada Glue Co., Ltd., Brantford, Ont.
GOLD-FILLED WIRE AND PLATE
Canadian Seamless Wire Co., Toronto, Ont.
GOLD AND SILVER REFINERS
Canadian Seamless Wire Co., Toronto, Ont.
GRAIN CRUSHERS, rapid, easy
J. Fleury's Sons, Aurora, Ont.
GRAPE JUICE
J. J. McLaughlin, Ltd., Toronto.
The Welch Co., Ltd., St. Catharines, Ont.
GRAPHITE, lubricating
Black Donald Graphite Company, Limited, Calabogie, Ont.
GRATES
*The Goldie & McCulloch Co., Ltd., Galt, Ont.
GRATES, revolving, anticlinker
Beveridge Paper Co., Ltd., Montreal, Supply Department.
GRAVITY CARRIERS
*Canadian Mathews Gravity Carrier Co., Toronto, Ont.
GRILLES, metal
*Canada Wire & Iron Goods Co., Hamilton, Ont.
*Dennis Wire & Iron Works Co., London, Ont.
GRINDING MACHINERY
*Ford Smith Machine Co., Ltd., Hamilton, Ont.
*Norton Company of Canada, Ltd., Hamilton, Ont.
GRINDING AND POLISHING MACHINERY
*Canadian Hart Wheels, Ltd., Hamilton, Ont.
GRINDING WHEELS
*Canadian Hart Wheels, Ltd., Hamilton, Ont.
*Norton Company of Canada, Ltd., Hamilton, Ont.
*The Dominion Abrasive Wheel Co., Ltd., New Toronto, Ont.
GRINDSTONES
*Richards-Wilcox Canadian Co., Ltd., London, Ont.
GUNN SECTIONAL BOOKCASES
The Geo. McLagan Furniture Co., Ltd., Stratford, Ont.
GUY ANCHORS
B. J. Coghlin Co., Ltd., Montreal.
GYPSUM PRODUCTS
De Laval Dairy Supply Co., Ltd., Peterboro, Ont.
HACK SAW BLADES AND FRAMES
*E. C. Atkins & Co., Inc., Hamilton, Ont.
HACK SAW MACHINES
*E. C. Atkins & Co., Inc., Hamilton, Ont.
HALL FURNITURE
The Geo. McLagan Furniture Co., Ltd., Stratford, Ont.
HANDLES (axe, pick, sledge hammers, etc.)
The Lachute Shuttle Co., Ltd., Lachute Mills, P.Q.
HANDLES, wood
Canada Spool & Bobbin Co., Ltd., Walkerton, Ont.
HAND SAWS
*E. C. Atkins & Co., Inc., Hamilton, Ont.
HANGERS
*The Goldie & McCulloch Co., Ltd., Galt, Ont.
HARDWARE
*Richards-Wilcox Canadian Co., Ltd., London, Ont.
Taylor-Forbes Co., Ltd., Guelph, Ont.
HARNESS
Lamontagne, Ltd., Montreal, Que.
HATS, ladies' felt and straw
Toronto Hat Mfg. Co., Toronto.
HAULAGE, wire rope
*The Dominion Wire Rope Co., Ltd., Montreal, Que.
HEADING SAWS
*E. C. Atkins & Co., Inc., Hamilton, Ont.

HEATERS
*Waterous Engine Works Co., Ltd., Brantford, Ont.
HEATERS, feed water
*The Goldie & McCulloch Co., Ltd., Galt, Ont.
HEATERS, WATER FEED
*Mason Regulator & Engineering Co., Ltd., Montreal, Que.
HEATING APPLIANCES
*C. A. Dunham Co., Ltd., Toronto.
*The Canadian Blower & Forge Co., Ltd., Kitchener, Ont.
HEATING SYSTEMS
*C. A. Dunham Co., Ltd., Toronto.
HEMLOCK, union and oak sole
Breithaupt Leather Co., Ltd., Kitchener, Ont.
HESSIANS
The Canadian Bag Co., Ltd., Montreal, Que.
HINGES
*The Steel Co. of Canada, Ltd., Hamilton, Ont.
HOISTS, electric and pneumatic
*Canadian Ingersoll-Rand Co., Ltd., Montreal, Que.
*Canadian Mead Morrison Co., Ltd., Montreal, Que.
*Northern Crane Works, Ltd., Walkerville, Ont.
HOSE, fire and rubber
*Canadian Consolidated Rubber Co., Ltd., Montreal, Que.
*Gutta Percha & Rubber, Ltd., Toronto, Ont.
HOUSES, factory made
Wm. H. White, Ville St. Pierre, Montreal, Que.
HYDRAULIC TURBINES
*Canadian Ingersoll-Rand Co., Ltd., Sherbrooke, Que.
ICE CREEPERS
Parmenter & Bulloch Co., Ltd., Gananoque, Ont.
ICE MACHINE EQUIPMENT
Canadian Ice Machine Co., Limited, Toronto, Ont.
ICE-MAKING MACHINERY
The Linde Canadian Refrigeration Co., Ltd., Montreal, Que.
INGOT METALS
*Brown's Copper & Brass Rolling Mills, Ltd., New Toronto, Ont.
INSERTED TOOTH SAWS
*E. C. Atkins & Co., Inc., Hamilton, Ont.
INSULATING COMPOUNDS
*The Imperial Varnish & Color Co., Ltd., Toronto.
INSULATING PAPERS
Beveridge Paper Co., Ltd., Montreal, Supply Department.
INSULATION VULCANIZED FIBRE
*The Diamond State Fibre Co. of Canada, Ltd., Toronto.
INTERLOCKING RUBBER TILING
*Gutta Percha & Rubber Mfg. Co., of Toronto, Ltd., Toronto, Ont.
IRON
*Nova Scotia Steel & Coal Co., Ltd., New Glasgow, N.S.
IRON AND STEEL BARS
*Burlington Steel Co., Ltd., Hamilton, Ont.
*The Steel Co. of Canada, Ltd., Hamilton, Ont.
IRON STAIRWAYS
*Canada Wire & Iron Goods Co., Hamilton, Ont.
*Dennis Wire & Iron Works Co., London, Ont.
*McGregor & McIntyre, Ltd., Toronto, Ont.
IRONWORK, architectural
*Canada Wire & Iron Goods Co., Hamilton, Ont.
IRONWORK, ornamental
*Canada Wire & Iron Goods Co., Hamilton, Ont.
JAM, canned goods, etc.
E. D. Smith & Son, Ltd.
JAPANS, enamels, etc.
A. Muirhead Co., Ltd., Toronto.
*The Imperial Varnish & Color Co., Ltd., Toronto, Ont.

* For Display Advertisement see Index, Page 45

JELLY POWDER
S. H. Ewing & Sons, Montreal.
JEWELRY, enamelled souvenir
*Caron Bros., Montreal, Que.
JEWELRY, gold-filled
*Caron Bros., Montreal, Que.
JOINTERS
*Canada Machinery Corporation, Ltd., Galt, Ont.
*P. B. Yates Machine Co., Ltd., Hamilton, Ont.
JOIST HANGERS
*Richards-Wilcox Canadian Co., Ltd., London, Ont.
JUNCTION BOXES, cable
*Standard Underground Cable Co. of Canada, Ltd., Hamilton, Ont.
KINDLING
Standard Fuel Co., Toronto, Ont.
KNIFE GRINDERS
*Canada Machinery Corporation, Ltd., Galt, Ont.
KNITTED GOODS
*Penman's, Ltd., Paris, Ont.
KNIVES
*Galt Knife Co., Ltd.
The Peter Hay Knife Co., Ltd., Galt, Ont.
Simonds Canada Saw Co., Ltd., Montreal, Que.
KNIVES, pulp and paper
Henry Disston & Sons, Toronto.
The Peter Hay Knife Co., Ltd., Galt, Ont.
KODAKS AND PHOTOGRAPHIC SUPPLIES
Canadian Kodak Co., Ltd., Toronto.
LABELS
Lawson & Jones, Ltd., London, Ont.
LABELS, lithographed
Consolidated Lithographing and Mfg. Co., Ltd., Montreal, Que.
Harris Lithographing Co., Ltd., Toronto, Ont.
LABORATORY SUPPLIES
Canadian Laboratory Supplies, Ltd., Toronto.
LACE LEATHER
F. C. McCordick, St. Catharines Ont.
*The D. K. McLaren Belting Co., Ltd., Montreal, Que.
*The J. C. McLaren Belting Co., Ltd., Montreal, Que.
LADDERS
Stratford Mfg. Co., Ltd., Stratford, Ont.
LADLES, foundry
*Northern Crane Works, Ltd., Walkerville, Ont.
LATH
The C. Beck Mfg. Co., Ltd., Penetanguishene, Ont.
LATHE CHUCKS
*Ker & Goodwin, Brantford, Ont.
LATHES
*Canada Machinery Corporation, Ltd., Galt, Ont.
LAUNCHES
Peterboro Canoe Co., Ltd., Peterboro, Ont.
LAWN MOWERS
Taylor-Forbes Co., Ltd., Guelph Ont.
LAWN SWINGS
Stratford Mfg. Co., Ltd., Stratford, Ont.
LAVATORIES, enameled
Amherst Foundry Co., Ltd., Amherst, N.S.
LAUNDRY SINKS
Amherst Foundry Co., Ltd., Amherst, N.S.
LEAD
*Consolidated Mining & Smelting Co. of Canada, Ltd., Montreal.
LEAD GRINDERS
Benjamin Moore & Co., Ltd., Toronto, Ont.
LEAD PIPE
*Hoyt Metal Co., Toronto, Ont.
*The Steel Co. of Canada, Ltd., Hamilton, Ont.
Toronto Plate Glass Importing Co., Ltd., Toronto, Ont.
*The Canada Metal Co., Toronto.
LEAD SHEET
Toronto Plate Glass Importing Co., Ltd., Toronto, Ont.
LEATHER
The Robson Leather Co., Ltd., Oshawa, Ont.
LEATHER, bookbinders'
Clarke & Clarke, Ltd., Toronto.
LEATHER, fancy
Clarke & Clarke, Ltd., Toronto.
LEATHER GOODS
Lamontagne, Ltd., Montreal, Que.
LEATHER GOODS, Fine
Federated Leather Goods Co., Ltd., Montreal, Que.
LEATHER, hemlock, union and oak sole
The Breithaupt Leather Co., Ltd., Kitchener, Ont.
LEATHER, patent colt and side leather
*A. R. Clarke & Co., Ltd., Toronto.
LEATHER, sheep skin, etc.
Clarke & Clarke, Ltd., Toronto.
LEATHER, upholstering
Clarke & Clarke, Ltd., Toronto.
LEATHER, upper
A. Davis & Son., Ltd., Kingston, Ont.
King Brothers Co., Ltd., Whitby, Ont.
LINK-BELT, Ewart and saw mill riveted
*Canadian Link-Belt Co., Toronto.
LINOLEUM
Dominion Oil Cloth and Linoleum Co., Ltd., Montreal, Que.
LITHOGRAPHERS
American Bank Note Co., Ottawa, Ont.
Consolidated Lithographing and Mfg. Co., Ltd., Montreal, Que.
Harris Lithographing Co., Ltd., Toronto, Ont.
The Federated Press, Limited, Montreal, Que.
LOCKERS
*Canada Wire & Iron Goods Co., Hamilton, Ont.
*Dennis Wire & Iron Works Co., London, Ont.
*Geo. B. Meadows, Wire, Iron and Brass Works Co., Toronto. Ont.
LOCOMOTIVES, industrial
*Montreal Locomotive Works, Ltd., Montreal, Que.
LOCOMOTIVE & MARINE BRASS WORKS
The James Morrison Brass Mfg. Co., Ltd., Toronto.
LOOSE LEAF SYSTEMS
Copeland-Chatterson Co., Ltd., Brampton, Ont.
Lowe-Martin Co., Ottawa, Ont.
LUGS, for silos and water tanks
*Ontario Wind Engine & Pump Co., Ltd., Toronto.
LUMBER
The C. Beck Mfg. Co., Ltd., Penetanguishene, Ont.
LUMBER, asbestos
*Eureka Mineral Wool & Asbestos Co., Toronto, Ont.
LUMBER, spruce and pine, cedar railway ties and shingles
*Bathurst Lumber Co., Ltd., Bathurst, N.B.
LUMBER, red pine and spruce
Gillies Bros., Ltd., Braeside, Ont.
LUMBER, White pine
Gillies Bros., Ltd., Braeside, Ont.
LUMBERING BLANKETS
Slingsby Mfg. Co., Ltd., Brantford, Ont.
MACHINE KNIVES
*Galt Knife Co., Ltd.
*E. C. Atkins & Co., Inc., Hamilton, Ont.
Henry Disston & Sons, Toronto.
MACHINE TOOLS
*Canada Machinery Corporation, Ltd., Galt, Ont.
*John Bertram & Sons Co., Ltd., Dundas, Ont.
MACHINE WORK, special and repairs
*Canadian Rumely Co., Ltd., Toronto, Ont.
MACHINERY, special, designing and developing.
Larsen & Shaw, Ltd., Walkerton.
MACHINERY AND UTENSILS FOR BAKERS
Fletcher Mfg. Co., Ltd., Toronto.
MACHINERY AND UTENSILS FOR CANDY
Fletcher Mfg. Co., Ltd., Toronto.
MACHINERY AND UTENSILS FOR ICE CREAM
Fletcher Mfg. Co., Ltd., Toronto.
MACHINERY, Conveying
*Canadian Link-Belt Company, Ltd., Toronto, Ont.
*Canadian Mathews Gravity Carrier Co., Ltd., Toronto.
MACHINERY, flour mill
*Canadian Fairbanks-Morse Co., Ltd., Montreal, Que.
MACHINERY, ice cream
J. J. McLaughlin, Ltd., Toronto.
MACHINERY, grinding
*Canadian Hart Wheels, Ltd., Hamilton, Ont.
*Canadian Mead Morrison Co., Ltd., Montreal, Que.
J. & R. Weir, Montreal, Que.
*Northern Crane Works, Ltd., Walkerville, Ont.
MACHINERY, iron working
*Canada Machinery Corporation, Ltd., Galt, Ont.
*John Bertram & Sons Co., Ltd., Dundas, Ont.
MACHINERY, pulp mill
*Canadian Ingersoll-Rand Co., Ltd., Sherbrooke, Que.
*Dominion Engineering Works, Limited, Montreal, Que.
*The Waterous Engine Works Co., Ltd., Brantford, Ont.
MACHINERY, punching and shearing
*Canada Machinery Corporation, Ltd., Galt, Ont.
*John Bertram & Sons Co., Ltd., Dundas, Ont.
MACHINERY, railroad and car-shop
*Canada Machinery Corporation, Ltd., Galt, Ont.
*John Bertram & Sons Co., Ltd., Dundas, Ont.
MACHINERY, roadmaking
Sawyer-Massey Co., Ltd., Hamilton, Ont.
*The Waterous Engine Works Co., Ltd., Brantford, Ont.
MACHINERY, sawmill
The E. Long Mfg. Co., Ltd., Orillia, Ont.
P. Payette & Co., Pentanguishene, Ont.
*The Waterous Engine Works Co., Ltd., Brantford, Ont.
*Yates, P. B., Machine Co., Ltd., Hamilton, Ont.
MACHINERY, sheet metal working
*Canada Machinery Corporation, Ltd., Galt, Ont.
MACHINERY, woodworking
*Canada Machinery Corporation, Ltd., Galt, Ont.
*Yates, P. B., Machine Co., Ltd., Hamilton, Ont.
Preston Woodworking Machinery Co., Ltd., Preston, Ont.
*The Waterous Engine Works Co., Ltd., Brantford, Ont.
MACHINES, painting
Spramotor Co., London, Ont.
MAGNESITE
*Canadian Carbonate Co., Montreal. Que.
MALLEABLE IRON CASTINGS
Malleable Castings Co., Ltd., Smith's Falls, Ont.
*Galt Malleable Iron Co., Ltd., Galt, Ont.
MARTINGALE RINGS AND SLIDE LOOPS
The Arlington Co. of Canada, Ltd., Toronto, Ont.
MATCHERS
*P. B. Yates Machine Co., Ltd., Hamilton, Ont.
MATCHES
*The E. B. Eddy Co., Ltd., Hull, Que.
MECHANICAL STOKERS
*Under-feed Stoker Co. of Canada, Ltd., Toronto.
METAL, babbitt
Alonzo W. Spooner, Ltd., Port Hope, Ont.
*Canada Metal Co., Toronto, Ont.
METAL CEILINGS
*The Pedlar People, Ltd., Oshawa, Ont.
*The A. B. Ormsby Co., Ltd., Toronto, Ont.
METAL LATH
*The Pedlar People, Ltd., Oshawa, Ont.
METAL LATH
*Trussed Concrete Steel Company of Canada, Ltd., Walkerville, Ont.
METAL PACKING
*Garlock Packing Co., Hamilton, Ont.
METAL, spinning and stamping
*The Booth-Coulter Copper & Brass Co., Ltd., Toronto, Ont.
METAL PROTECTIVE PAINTS
Sturgeons Limited, Toronto.
METAL SAWS
*E. C. Atkins & Co., Inc., Hamilton, Ont.
METAL SHINGLES
*The Pedlar People, Ltd., Oshawa, Ont.
*The A. B. Ormsby Co., Ltd., Toronto, Ont.
MILK DEALERS' MACHINERY AND SUPPLIES
De Laval Dairy Supply Co., Ltd., Peterboro, Ont.
MILLBOARD, asbestos
*Eureka Mineral Wool & Asbestos Co., Toronto.
MILLING CUTTERS
*Pratt & Whitney Co. of Canada, Dundas, Ont.
MILLING MACHINES
*Ford Smith Machine Co., Ltd., Hamilton. Ont.
MILL RIVITED
*Canadian Link-Belt Company, Ltd., Toronto, Ont.
MITTS AND GLOVES, Indian, tan, red deerskins
Holt, Renfrew, Ltd., Quebec, Que.
*A. R. Clarke & Co., Ltd., Toronto.
MIXERS, chocolate, dough and paint
Fletcher Mfg. Co., Ltd., Toronto.
MOCCASINS AND SLIPPERS, Indian tanned leathers
Holt, Renfrew, Ltd., Quebec, Que.
MONEL METAL
*International Nickel Co. of Canada, Ltd., Toronto.
MORTISERS
*Canada Machinery Corporation, Ltd., Galt, Ont.
*P. B. Yates Machine Co., Ltd., Hamilton, Ont.
MOTION PICTURES
*Canadian Aero Film Company, Limited, Toronto.
Pathescope of Canada, Limited, Toronto.
MOTOR CARS
*Ford Co. of Canada, Ford, Ont.
MOTORS, electric (alternating current)
*Canadian Westinghouse Co., Ltd., Hamilton, Ont.
*Jones & Moore Electric Co., Ltd., Toronto, Ont.
*Canadian Crocker-Wheeler Co., Ltd., St. Catharines, Ont.
*T. & H. Electric Co., Hamilton, Ont.
MOTORS, electric (direct current)
*Canadian Westinghouse Co., Ltd., Hamilton, Ont.
*Jones & Moore Electric Co., Ltd., Toronto, Ont.
*T. & H. Electric Co., Hamilton.
MOTORS, electric (repairing)
*T. & H. Electric Co., Hamilton.
MOULDERS
*Canada Machinery Corporation, Ltd., Galt, Ont.
*P. B. Yates Machine Co., Ltd., Hamilton, Ont.
NAILS
*The Steel Co. of Canada, Ltd., Hamilton, Ont.
NAILS, copper
Parmenter & Bullock Co., Ltd., Gananoque, Ont.
NAILS, wire
Parmenter & Bullock Co., Ltd., Gananoque, Ont.

*For Display Advertisement see Index, Page 45

NAPHTHA
*The Imperial Oil Co., Ltd., Toronto, Ont.

NICKEL CASTINGS
*International Nickel Co. of Canada, Ltd., Toronto.

NICKEL METAL
*Deloro Smelting & Refining Co., Ltd., Deloro, Ont.
*International Nickel Co. of Canada, Ltd., Toronto.

NICKEL OXIDE
*Deloro Smelting & Refining Co., Ltd., Deloro, Ont.
Coniagas Reduction Co., Ltd., St. Catharines, Ont.
*International Nickel Co. of Canada, Ltd., Toronto.

NUTS
*John Morrow Screw & Nut Co., Ltd., Ingersoll, Ont.
*The National Acme Mfg. Co., Montreal, Que.
*The Steel Co. of Canada, Ltd., Hamilton, Ont.

OAKUM, plumbers, Canadian Navy
Factory Waste & Metal Co., Montreal, Que.

OAT CRUSHERS AND FLAKERS
J. Fleury's Sons, Aurora, Ont.

OFFICE CHAIRS, Etc.
The Macey Office Equipment Co., Toronto.

OFFICE DESKS
*Goderich Organ Co., Goderich, Ont.

OFFICE EQUIPMENT
Lowe-Martin Co., Ltd., Ottawa, Ont.
*Office Specialty Co., Newmarket, Ont.

OFFICE FURNITURE
*Office Specialty Mfg. Co., Ltd., Newmarket, Ont.

OILS
*A. Ramsay & Son Co., Montreal, Que.

OIL FILTRATION AND CIRCULATING SYSTEMS
*S. F. Bowser & Co., Toronto, Ont.

OIL STORAGE SYSTEMS, self-measuring
*S. F. Bowser & Co., Toronto, Ont.

OIL COMPANIES
*Canadian Oil Cos., Toronto.
Commercial Oil Co., Ltd., Hamilton, Ont.
*Imperial Oil Co., Toronto.

OILS (petroleum products)
*British American Oil Co., Ltd., Toronto, Ont.
*The Imperial Oil Co., Toronto.

OILS, road
*The Barrett Co., Ltd., Toronto and Montreal.

OILCLOTHS, floor and table
Dominion Oil Cloth and Linoleum Co., Ltd., Montreal, Que.

ORGANS
Casavant Freres, Limitee, St. Hyacinthe, Que.
*Goderich Organ Co., Goderich, Ont.

ORGANS, parlor
*Goderich Organ Co., Goderich, Ont.

ORGANS, pipe
Casavant Freres, Limitee, St. Hyacinthe, Que.

ORGANS, reed
Bell Piano & Organ Co., Ltd., Guelph, Ont.

ORNAMENTAL IRON WORK
*Canada Wire & Iron Goods Co., Hamilton, Ont.
*Dennis Wire & Iron Works Co., London, Ont.
*The Geo. B. Meadows, Toronto Iron & Brass Goods Works Co., Ltd., Toronto, Ont.
*McGregor & McIntyre, Ltd., Toronto, Ont.

OVERALLS
Peerless Overall Co., Rock Island, Que.
Walker Pant & Shirt Co., Walkerville and Chatham, Ont.

OVERCOATINGS
Rosamond Woollen Co., Almonte, Ont.

OVERHEAD RUNWAYS
*MacKinnon Steel Co., Ltd., Sherbrooke, Que.
*Richards-Wilcox Canadian Co., Ltd., London, Ont.

OXY-ACETYLENE WELDING
*L'Air Liquide Society, Montreal, Que.
*The Prest-O-Lite Co., Inc., Toronto

OXYGEN
*L'Air Liquide Society, Montreal, Que.

PACKING BOXES
Barchard & Co., Ltd., Toronto.

PACKING, engine
*Garlock Packing Co., Hamilton, Ont.

PACKING, Metallic-Flexible
Beveridge Paper Co., Ltd., Mon-

PACKING, rubber
*Canadian Consolidated Rubber Co., Ltd., Montreal, Que.
*Gutta Percha & Rubber Mfg. Co. of Toronto, Ltd.
*Jenkins Bros., Ltd., Montreal, Que.

PAD HOOKS
Parmenter & Bulloch Co., Ltd., Gananoque, Ont.

PAILS AND TUBS, wooden
The C. Beck Mfg. Co., Ltd., Penetanguishene, Ont.

PAINTERS' SUPPLIES
A. Muirhead Co., Ltd., Toronto.

PAINTS AND VARNISHES
A. Muirhead Co., Ltd., Toronto.
Benjamin Moore & Co., Ltd., Toronto, Ont.
Dominion Paint Works, Limited, Walkerville, Ont.
*The Imperial Varnish & Color Co., Ltd., Toronto, Ont.
The Staneland Co., Ltd., Victoria, B.C.
*A Ramsay & Sons Co., Montreal, Que.
Standard Paint Co. of Canada, Ltd., Montreal, Que.

PAINTS, preservative
Dominion Paint Works, Limited, Walkerville, Ont.
Standard Paint Co. of Canada, Ltd., Montreal, Que.
*The Barrett Co., Ltd., Toronto and Montreal.

PAPER, bags, all kinds
Beveridge Paper Co., Ltd., Montreal.

PAPER BOXES
Standard Paper Box Company, Ltd., Montreal, Que.
King Paper Box Co., Ltd., Montreal, Que.

PAPER, coated, book and label
*Provincial Paper Mills, Ltd., Georgetown, Ont.

PAPER, coated box board
*Provincial Paper Mills, Ltd., Georgetown, Ont.

PAPER, coated cover
*Provincial Paper Mills, Ltd., Georgetown, Ont.

PAPER, envelope
*Provincial Paper Mills, Ltd., Georgetown, Ont.
The Toronto Paper Mfg. Co., Cornwall, Ont.

PAPER, enamelled blotting
*Provincial Paper Mills, Ltd., Georgetown, Ont.

PAPER, label
*Provincial Paper Mills, Ltd., Georgetown, Ont.

PAPER, ledger
*Howard Smith Paper Mills, Ltd., Montreal, Que.
*Rolland Paper Co., Ltd., Montreal, Que.
The Toronto Paper Mfg. Co., Cornwall, Ont.

PAPER, super-book
The Toronto Paper Mfg. Co., Cornwall, Ont.

PAPER, writing
The Toronto Paper Mfg. Co., Cornwall, Ont.
*Howard Smith Paper Mills, Ltd., Montreal, Que.
*Rolland Paper Co., Ltd., Montreal, Que.

PAPERS, bond
*Howard Smith Paper Mills, Ltd., Montreal, Que.
*Rolland Paper Co., Ltd., Montreal, Que.

PAPERS, building
*Bathurst Lumber Co., Ltd., Bathurst, N.B.
*The Riordon Pulp & Paper Co., Montreal, Que.
Standard Paint Co. of Canada, Ltd., Montreal, Que.

PARCHMENT PAPER, for wet packing
Beveridge Paper Co., Ltd., Montreal.

PARLOR SUNDRIES
The Geo. McLagan Furniture Co., Ltd., Stratford, Ont.

PATENTS
Fetherstonhaugh & Co., Toronto.
*Ridout & Maybee, Toronto, Ont.
*Harold C. Shipman & Co., Ottawa.

PATENT LITIGATION
*Ridout & Maybee, Toronto, Ont.
*Harold C. Shipman & Co., Ottawa, Ont.

PAVING MATERIAL
*Trussed Concrete Steel Company of Canada, Ltd., Walkerville, Ont.

PAY ROLL AUDITS
*International Business Machines, Ltd., Toronto, Ont.

PERFORATED METALS
*Canada Wire & Iron Goods Co., Hamilton, Ont.

PERFORATED MUSIC ROLLS
The Otto Higel Co., Ltd., Toronto.

PERFUMES AND TOILET PREPARATIONS
Sovereign Perfumes, Ltd., Toronto.

PETROLEUM PRODUCTS
*The Imperial Oil Co., Ltd., Toronto, Ont.

PHOTO MAILERS
*Thompson & Norris Co., of Canada, Ltd., Toronto and Montreal.

PHOTO PLAYS
*Canadian Aero Film Company, Limited, Toronto.

PIANO ACTIONS
The Otto Higel Co., Ltd., Toronto.

PIANO KEYS
The Otto Higel Co., Ltd., Toronto.

PIANO, player actions
The Otto Higel Co., Ltd., Toronto.

PIANOS AND PLAYER PIANOS
Bell Piano & Organ Co., Ltd., Guelph, Ont.

PIANO STOOLS AND BENCHES
*Goderich Organ Co., Goderich, Ont.

PIG IRON
*The Steel Co. of Canada, Ltd., Hamilton, Ont.
*M. A. Hanna & Co., Toronto.
*Algoma Steel Corporation.

PINS, society, emblems and badges
*Caron Bros., Montreal, Que.

PIPE, cast iron, for water and gas
National Iron Works, Ltd., Toronto, Ont.

PIPE COUPLINGS
*The Steel Co. of Canada, Ltd., Hamilton, Ont.

PIPE COVERINGS
*Eureka Mineral Wood & Asbestos Co., Toronto, Ont.

PIPES, culvert
*The Pedlar People, Ltd., Oshawa, Ont.

PIPE AND NIPPLES, black and galvanized
*Canadian Tube & Iron Co., Ltd., Montreal, Que.

PIPE, sewer
Hamilton & Toronto Sewer Pipe Co., Ltd., Hamilton, Ont.

PIPE, soil and fittings
Anthes Foundry, Ltd., Toronto and Winnipeg.
Warden King Ltd., Montreal, Que.

PISTON RODS
*The Canadian Drawn Steel Co., Ltd., Hamilton, Ont.
*Union Drawn Steel Co., Ltd., Hamilton, Ont.

PLANERS
*Canada Machinery Corporation, Ltd., Galt, Ont.
*P. B. Yates Machine Co., Ltd., Hamilton, Ont.

PLASTERING TROWELS
*E. C. Atkins & Co., Inc., Hamilton, Ont.

PLOWS
J. Fleury's Sons, Aurora, Ont.

PLUMBERS' SUPPLIES
The Garth Co., Montreal, Que.
The James Morrison Brass Mfg. Co., Ltd., Toronto, Ont.
Toronto Plate Glass Importing Co., Ltd., Toronto, Ont.

PNEUMATIC DRILLS
*Canadian Ingersoll-Rand Co., Ltd., Montreal, Que.

POLE LINE MATERIAL (wooden insulator top pins, side blocks, pole steps, cross arms)
The Lachute Shuttle Co., Ltd., Lachute Mills, P.Q.

POLES, flag
*Ontario Wind Engine & Pump Co., Ltd., Toronto, Ont.

POLISHING MACHINERY
*Ford Smith Machine Co., Ltd., Hamilton, Ont.

PORK PACKERS AND CHEESE EXPORTERS
The Ingersoll Packing Co., Ltd., Ingersoll, Ont.

POWDER, blasting
Canadian Explosives, Ltd., Montreal, Que.

POWER PRESSES
*Hydraulic Machinery Co., Ltd., Montreal, Que.

PRESSES, hydraulic
*The Hydraulic Machinery Co., Limited, Montreal.

PRESSES, sheet metal stamping
*Canada Machinery Corporation, Ltd., Galt, Ont.

PRESSES, veneer
*Canada Machinery Corporation, Ltd., Galt, Ont.

PRINTING AND LITHOGRAPHING
Lawson & Jones, Ltd., London, Ont.
The Federated Press, Limited, Montreal, Que.

PRINTING & LITHOGRAPHIC INKS.
Charles Bush, Limited, Toronto.

PULLEYS
*Canadian Fairbanks-Morse Co., Ltd., Montreal, Que.
*The Goldie & McCulloch Co., Ltd., Galt, Ont.

PULLEYS, Fibre
*The Diamond State Fibre Co. of Canada, Ltd., Toronto.

PULLEYS, wood split
*Bernard Industrial Co., Fortierville, P.Q.

PULP, bleached sulphite
*Riordan Sales Co., Ltd., Montreal.

PULP, unbleached sulphite
*Riordan Sales Co., Ltd., Montreal.

PULP, sulphate and sulphite
*Bathurst Lumber Co., Ltd., Bathurst, N.B.

PULP AND PAPER MILL MACHINERY
*The Hydraulic Machinery Co., Limited, Montreal.

PUMPS
*Canadian Ingersoll-Rand Co., Ltd., Montreal, Que.
*Canadian Fairbanks-Morse Co., Ltd., Montreal, Que.
*E. Leonard & Sons, Ltd., London, Ont.
*Ontario Wind Engine & Pump Co., Ltd., Toronto, Ont.
*Smart-Turner Machine Co., Ltd., Hamilton, Ont.
Spramotor Co., London, Ont.
*The Electric Steel & Metals Co., Ltd., Welland, Ont.

PUMPS, boiler feed
*Smart-Turner Machine Co., Ltd., Hamilton, Ont.
*The Goldie & McCulloch Co., Ltd., Galt, Ont.

PUMPS, centrifugal
Ltd., Walkerville, Ont.
*Canadian Ingersoll-Rand Co., Ltd., Montreal, Que.
*Canadian Mead Morrison Co., Ltd., Montreal, Que.
*Dominion Engineering Works, Limited, Montreal, Que.
*Dominion Forge & Stamping Co.,
*The Goldie & McCulloch Co., Ltd., Galt, Ont.
*Smart-Turner Machine Co., Ltd., Hamilton, Ont.
*The Waterous Engine Works Co., Ltd., Brantford, Ont.

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PUMPS, hydraulic
*The Hydraulic Machinery Co., Limited, Montreal.

PUMPS, turbine and reciprocating
*Smart-Turner Machine Co., Ltd., Hamilton, Ont.

PUNCHES
*Pratt & Whitney Co., Dundas, Ont.

RADIATORS
Taylor-Forbes Co., Ltd., Guelph, Ont.
Warden King, Ltd., Montreal, Que.

RAILS (STEEL).
*Algoma Steel Corporation.

RAILINGS, brass and iron
*Dennis Wire & Iron Works Co., London, Ont.

RAILWAY SUPPLIES
*Canadian Steel Foundries, Ltd., Montreal, Que.
*Chicago Bridge & Iron Works, Bridgeburg, Ont.
B. J. Coghlin Co., Ltd., Montreal, Que.

READY-TO-WEAR GARMENTS, ladies'
H. C. Boulter Co., Ltd., Toronto.

REAMERS
*Pratt & Whitney Co., Dundas, Ont.
*Butterfield & Co., Rock Island, P.Q.

RECEPTACLES, fibre
*The Diamond State Fibre Co. of Canada, Ltd., Toronto.

REFRIGERATORS
Sanderson-Harold Co., Ltd., Paris, Ont.

REFRIGERATING MACHINERY
The Linde Canadian Refrigeration Co., Ltd., Montreal, Que.

REFRIGERATING EQUIPMENT.
Canadian Ice Machine Co., Ltd., Toronto, Ont.

REFRIGERATORS, store, homes and institutions
Ham & Nott Co., Ltd., Brantford, Ont.
*John Hillock & Co., Ltd., Toronto.

REINFORCEMENT BARS
*Burlington Steel Co., Ltd., Hamilton, Ont.
*The Steel Co. of Canada, Ltd., Hamilton, Ont.

REINFORCED CONCRETE
*Trussed Concrete Steel Company of Canada, Ltd., Walkerville, Ont.

REINFORCEMENT FOR CONCRETE
*Canada Wire & Iron Goods Co., Hamilton, Ont.

REINFORCEMENT FOR CONCRETE ROOFING, metal
*The Pedlar People, Ltd., Oshawa, Ont.

REVOLVING DOORS
*A. B. Ormsby Co., Ltd., Toronto.

RINGS, gold
*Caron Bros., Montreal, Que.

RIVETS
*Canadian Tube & Iron Co., Ltd., Montreal, Que.
*The Steel Co. of Canada, Ltd., Hamilton, Ont.

RIVETS, bifurcated and tubular
Parmenter & Bullock Co., Ltd., Gananoque, Ont.

RIVETS AND BURRS, iron, copper and brass
Parmenter & Bullock Co., Ltd., Gananoque, Ont.

ROCK DRILLS
*Canadian Ingersoll-Rand Co., Ltd., Montreal, Que.

ROLLING STEEL DOORS
*A. B. Ormsby Co., Ltd., Toronto.

ROOFING, metal
*A. B. Ormsby Co., Ltd., Toronto

ROOFINGS, plastic, liquid, rubber
Beveridge Paper Co., Ltd., Montreal, Supply Department.

ROOFING, ready to lay
Standard Paint Co. of Canada Ltd., Montreal, Que.
*The Barrett Co., Ltd., Toronto and Montreal.

ROOF TRUSSES
*The Canadian Bridge Co., Ltd., Walkerville, Ont.
*Dominion Bridge Co., Ltd., Montreal, Que.

ROPE
*Doon Twines, Limited, Kitchener, Ontario.
*Shurly & Derrett, Ltd., Toronto.

ROPE, cotton
Hamilton Cotton Co., Hamilton Ont.

RUBBER FOOTWEAR
*Gutta Percha & Rubber Ltd., Toronto, Ont.
The Miner Rubber Co., Ltd., Grandy, Que.
Ames—Holden—McCready, Limited, Montreal, Que.

RUBBER GOODS
*Canadian Consolidated Rubber Co., Ltd., Montreal, Que.
*Gutta Percha & Rubber Limited, Toronto.
Ames—Holden—McCready, Limited, Montreal, Que.

RUBBER MACHINERY
*The Hydraulic Machinery Co., Limited, Montreal.

RUBBER MILL MACHINERY
*Canadian Ingersoll-Rand Co., Ltd., Sherbrooke, Que.

RUBBER PACKING
*Garlock Packing Co., Hamilton, Ont.

RULES
The Lufkin Rule Co. of Canada, Ltd., Windsor, Ont.

SADDLERY HARDWARE
*Dominion Forge & Stamping Co., Walkerville, Ont.

SAFES
*Goldie & McCulloch Co., Ltd. Galt, Ont.

SAMPLE CASES
*The M. Langmuir Mfg. Co., of Toronto, Ltd., Toronto, Ont.
J. Eveleigh & Co., Ltd., Montreal, Que.

SAND RAMMERS
*Canadian Ingersoll-Rand Co., Ltd., Montreal, Que.
*P. B. Yates Machine Co., Ltd., Hamilton, Ont.

SASH CORD, cotton
Hamilton Cotton Co., Hamilton, Ont.

SALT
*Canadian Salt Co., Ltd., Windsor, Ont.
Dominion Salt Co., Ltd., Sarnia, Ont.

SANITARY PAPER TOWELS
*E. B. Eddy Co., Ltd., Hull, Que.

SAVE-ALLS
*The Hydraulic Machinery Co., Limited, Montreal.

SAW SHARPENING MACHINERY
*Canadian Hart Wheels, Ltd., Hamilton, Ont.

SAWS
*E. C. Atkins & Co., Ltd., Hamilton, Ont.
Henry Disston & Sons, Ltd., Toronto, Ont.
Shurly & Deitrich, Galt, Ont.

SAWS, cross-cut and band
*Canada Machinery Corporation, Ltd., Galt, Ont.
*P. B. Yates Machine Co., Ltd., Hamilton, Ont.
Shurly & Deitrich, Galt, Ont.

SAWS, circular mill
Shurly & Deitrich, Galt, Ont.

SAWS, of all kinds
Simonds Canada Saw Co., Ltd., Montreal, Que.

SAWS, rip
*Canada Machinery Corporation, Ltd., Galt, Ont.
*P. B. Yates Machine Co., Ltd., Hamilton, Ont.
Shurly & Deitrich, Galt, Ont.

SAWMILLS
*The Waterous Engine Works Co., Ltd., Brantford, Ont.

SCALES
*Canadian Fairbanks-Morse Co., Ltd., Montreal, Que.

SCREENS
*Canada Wire & Iron Goods Co., Hamilton, Ont.

SCREEN DOORS AND WINDOWS
Sanderson-Harold Co., Ltd., Paris, Ont.
Ham & Nott Co., Ltd., Brantford, Ont.

SCREENS; Folding Draft
The Stratford Mfg. Co., Limited, Stratford, Ont.

SCREWS
*John Morrow Screw & Nut Co., Ltd., Ingersoll, Ont.
*National Acme Company, Montreal, Que.
*The Steel Co. of Canada, Ltd., Hamilton, Ont.
*Torrington Company, Limited, Upper Bedford, Que.

SCREW PLATES
*Butterfield & Co., Rock Island, P.Q.

SEATS; Park and Grand Stand
The Stratford Mfg. Co., Limited, Stratford, Ont.

SECURITIES, engraved
American Bank Note Co., Ottawa, Ont.

SERGES
Rosamond Woollen Co., Almonte, Ont.

SEWAGE DISPOSAL SYSTEMS
Anthes Foundry, Ltd., Toronto.

SEWAGE SCREENS
*The Hydraulic Machinery Co., Limited, Montreal.

SHAFTING
*Canadian Drawn Steel Co., Ltd., Hamilton, Ont.
*The Goldie & McCulloch Co., Ltd., Galt, Ont.
*Union Drawn Steel Co., Ltd., Hamilton, Ont.

SHANTY BLANKETS
Slingsby Mfg. Co., Ltd., Brantford, Ont.

SHAPERS
*Canada Machinery Corporation, Ltd., Galt, Ont.
*P. B. Yates Machine Co., Ltd., Hamilton, Ont.

SHEAR BLADES, iron
*Galt Knife Co., Ltd.
The Peter Hay Knife Co., Ltd., Galt, Ont.

SHEATHING
*The Barrett Co., Ltd., Toronto and Montreal.

SHEATHING, asbestos corrugated
*Eureka Mineral Wool & Asbestos Co., Toronto, Ont.

SHEET METAL STAMPINGS
Acme Stamping & Tool Works, Ltd., Hamilton, Ont.
*The Pedlar People, Ltd., Oshawa, Ont.
*The A. B. Ormsby Co., Ltd., Toronto, Ont.

SHEETS, fibre
*The Diamond State Fibre Co. of Canada, Ltd., Toronto.

SHEETS, galvanized
*Dominion Sheet Metal Co., Ltd., Hamilton, Ont.
*The Pedlar People, Ltd., Oshawa, Ont.

SHINGLES
*Bathurst Lumber Co., Ltd., Bathurst, N.B.

SHINGLE SAWS
*E. C. Atkins & Co., Inc., Hamilton, Ont.

SHINGLE STAINS
Sturgeons, Limited, Toronto.

SHIP BUILDERS
J. & R. Weir, Montreal, Que.

SHIRTS
John W. Peck & Co., Ltd., Montreal, Que.

SHIRTS, workmen's
*A. R. Clarke & Co., Ltd., Toronto.

SHOE PEGWOOD
O. Chalifour, Quebec, Que.

SHOE LININGS
Galt Knitting Co., Ltd., Galt, Ont.

SHOOKS
Barchard & Co., Ltd., Toronto.

SIGNAL CELLS-RAILWAY
*Canadian National Carbon Co., Ltd., Toronto.

SILENT CHAIN DRIVES
*Canadian Link-Belt Company, Ltd., Toronto, Ont.

SILVER BULLION
Coniagas Reduction Co., Ltd., St. Catharines, Ont.
*Deloro Smelting & Refining Co., Ltd., Deloro, Ont.

SILVERSMITH
Standard Silver Co., Toronto, Ont.

SILVERWARE, sterling
Roden Bros., Ltd., Toronto, Ont.

SINKS, enamelled
Amherst Foundry Co., Ltd., Amherst, N.S.

SKIFFS
Peterboro Canoe Co., Ltd., Peterboro, Ont.

SKYLIGHTS
*A. B. Ormsby Co., Ltd., Toronto.
*The Pedlar People, Ltd., Oshawa, Ont.

SLOTTERS
*Canada Machinery Corporation, Ltd., Galt, Ont.

SMOKE CONSUMERS
*Under-Feed Stoker Company of Canada, Limited, Toronto.

SMOKE-STACKS
*Canadian Chicago Bridge & Iron Co., Ltd., Bridgeburg, Ont.
*Canadian Ingersoll-Rand Co., Ltd., Sherbrooke, Que.
*The Goldie & McCulloch Co., Ltd., Galt, Ont.
*E. Leonard & Sons, Limited, London, Ont.
*MacKinnon Steel Co., Ltd., Sherbrooke, Que.
*Steel Trough & Machine Co., Ltd., Tweed, Ont.

SOAPS
J. Barsalou & Co., Ltd., Montreal.

SOAP (soft, oil)
*The Imperial Varnish & Color Co., Ltd., Toronto, Ont.

SODA ASH
Brunner, Mond Canada, Limited, Amherstburg, Ont.

SODA WATER FOUNTAINS
J. J. McLaughlin, Ltd., Toronto.

SODA WATER FOUNTAINS AND ACCESSORIES
Fletcher Mfg. Co., Ltd., Toronto.

SOIL PIPE
Anthes Foundry, Ltd., Toronto.

SOLDER
Alonzo W. Spooner, Ltd., Port Hope, Ont.
*Canada Metal Co., Toronto, Ont.
*Hoyt Metal Co., Toronto, Ont.
Magnolia Metal Co. of Canada, Ltd., Montreal, Que.

SOLDER, silver
Geo. H. Lees & Co., Hamilton, Ont.

SOLDER, wire and bar
American Can Co., Montreal, and Hamilton.

SNOWSHOES
Holt, Renfrew, Ltd., Quebec, Que.

SPECIAL MACHINERY
*Canadian Ingersoll-Rand Co., Ltd., Sherbrooke, Que.

SPECIALTIES, SWAGED AND THREADED WIRE
*Torrington Company, Limited, Upper Bedford, Que.

SPELTER
*Consolidated Mining & Smelting Co. of Canada, Ltd., Montreal.

SPIRAL CONVEYORS
*Canadian Mathews Gravity Carrier Co., Ltd., Toronto, Ont.

SPLIT PEAS
H. Murton, Ltd., Guelph, Ont.

SPOOLS
Canada Spool & Bobbin Co., Ltd., Walkerton, Ont.

SPORTING MEDALS AND TROPHIES
Roden Bros., Ltd., Toronto, Ont.

SPRAYERS
Spramotor Co., London, Ont.

SPRING COTTERS
*Richards-Wilcox Canadian Co., Ltd., London, Ont.

SPRINGS
*Canadian Steel Foundries, Ltd., Montreal, Que.
B. J. Coghlin Co., Ltd., Montreal.
Guelph Spring & Axle Co., Ltd., Guelph, Ont.

SPRINGS, carriage and automobile
Guelph Spring & Axle Co., Ltd.,

SPRING SHACKLE BOLTS
*John Morrow Screw & Nut Co., Ltd., Ingersoll, Ont.

*For Display Advertisement see Index, Page 45

SPRINKLER SYSTEMS
*Chicago Bridge & Iron Works, Bridgeburg, Ont.
*The Bennett & Wright Co., Ltd., Toronto, Ont.
*Purdy, Mansell, Ltd., Toronto.

SPROCKET WHEELS
*Canadian Link-Belt Company, Ltd., Toronto, Ont.

STAINS, creosote shingle
A. Muirhead Co., Ltd., Toronto.

STAMPS, steel, brass and rubber
Pritchard-Andrews Co. of Ottawa, Ltd., Ottawa, Ont.

STAMPINGS, steel, brass, aluminum, etc.
Larsen & Shaw, Ltd., Walkerton.

STATIONERY, office
Harris Lithographing Co., Toronto.

STEAM PIPE AND BOILER COVERINGS, asbestos
*Eureka Mineral Wool & Asbestos Co., Toronto.

STEAM SHOVELS
*Canadian Mead Morrison Co., Ltd., Montreal, Que.

STEAM SPECIALTIES
*C. A. Dunham Co., Ltd., Toronto.

STEAM TRAPS
*C. A. Dunham Co., Ltd., Toronto.

STEEL
*Nova Scotia Steel & Coal Co., Ltd., New Glasgow, N.S.
*Burlington Steel Co., Ltd., Hamilton, Ont.
*MacKinnon Steel Co., Ltd., Sherbrooke, Que.

STEEL BILLETS AND BLOOMS
*The Steel Co. of Canada, Ltd., Hamilton, Ont.

STEEL BUILDINGS
*The Canadian Bridge Co., Ltd., Walkerville, Ont.
*Dominion Bridge Co., Ltd., Montreal, Que.
*Hamilton Bridge Works Co., Ltd., Hamilton, Ont.
*Maritime Bridge Co., Ltd., New Glasgow, N.S.
*McGregor & McIntyre, Ltd., Toronto, Ont.
*MacKinnon Steel Co., Limited, Sherbrooke, P.Q.
*The Pedlar People, Ltd., Oshawa, Ont.
*The A. B. Ormsby Co., Ltd., Toronto, Ont.

STEEL CASTINGS
Beauchemin & Fils, Ltd., Sorel, Que.
*Canadian Steel Foundries, Ltd., Montreal, Que.
*Dominion Foundries and Steel Co., Ltd., Hamilton, Ont.
*Electric Steel & Metals Co., Ltd., Welland, Ont.

STEEL DOORS, rolling
*The A. B. Ormsby Co., Ltd., Toronto, Ont.

STEEL FILING EQUIPMENT
*Office Specialty Mfg. Co., Ltd., Newmarket, Ont.

STEEL LATH
*Trussed Concrete Steel Company of Canada, Ltd., Walkerville, Ont.

STEEL PLATE WORK
*Canadian Chicago Bridge & Iron Co., Ltd., Bridgeburg, Ont.
*Canadian Ingersoll Rand Co., Ltd., Sherbrooke, Que.
*Hamilton Bridge Works Co., Ltd., Hamilton, Ont.
*MacKinnon Steel Co., Limited, Sherbrooke, P.Q.
*Toronto Iron Works, Ltd., Toronto.

STEEL RODS
*The Steel Co. of Canada, Ltd., Hamilton, Ont.
*Algoma Steel Corporation.

STEEL SASH
*Canadian Metal Window & Steel Products, Limited, Toronto.
*Dennis Wire & Iron Works Co., London, Ont.
*The A. B. Ormsby Co., Ltd., Toronto, Ont.
*Trussed Concrete Steel Company of Canada, Ltd., Walkerville, Ont.

STEEL SHELVING
*Dennis Wire & Iron Works Co., London, Ont.

STEEL WIRE RODS
*The Steel Co. of Canada, Ltd., Hamilton, Ont.

STELLITE
*Deloro Smelting & Refining Co., Ltd., Deloro and Toronto.

STENCILS, brass
Pritchard-Andrews Co. of Ottawa, Ltd., Ottawa, Ont.

STEREO TISSUE AND BLOTTINGS
Beveridge Paper Co., Ltd., Montreal.

STEREOTYPING
Central Press Agency, Toronto.

STOKERS
*Under-feed Stoker Co. of Canada, Ltd., Toronto, Ont.

STOOLS, steel factory
*Steel Trough & Machine Co., Ltd., Tweed, Ont.

STORAGE BATTERIES
*Prest-O-Lite Company of Canada, Limited, Toronto.

STORE FITTINGS
The Canadian Office & School Furniture Co., Ltd., Preston, Ont.

STOVES
Smith Foundry Co., Ltd., Fredericton, N.B.

STOVE POLISH GRAPHITE
Black Donald Graphite Company, Limited, Calabogie, Ont.

STOVES AND RANGES
*McClary Mfg. Co., London, Ont.

STRAWS, paper drinking
Fletcher Mfg. Co., Ltd., Toronto.

STRUCTURAL STEEL.
*Algoma Steel Corporation.

STRUCTURAL STEEL WORK
*Canadian Ingersoll-Rand Co., Ltd., Sherbrooke, Que.
*Dominion Bridge Co., Montreal.
*Hamilton Bridge Works Co., Ltd., Hamilton, Ont.
*McGregor & McIntyre, Ltd., Toronto, Ont.
*MacKinnon Steel Co., Ltd., Sherbrooke, Que.
*The Canadian Bridge Co., Ltd., Walkerville, Ont.

SUIT CASES
J. Eveleigh & Co., Ltd., Montreal.
*The M. Langmuir Mfg. Co., of Toronto. Ltd., Toronto, Ont.

SULPHUR BURNERS
*The Hydraulic Machinery Co. Limited, Montreal.

SUPERHEATERS, steam
*The Goldie & McCulloch Co., Ltd., Galt, Ont.

SUPERHEATERS, STEAM (Locomotive, Marine, Stationary)
The Superheater Company, Limited, Transportation Building, Montreal, Quebec.

SUPPLY DEALERS
*The Foundation Co., Ltd., Montreal, Que.

SURFACERS
*Canada Machinery Corporation, Ltd., Galt, Ont.
*P. B. Yates Machine Co., Ltd., Hamilton, Ont.

SWITCHES, railway
Canadian Ramapo Iron Works, Ltd., Niagara Falls, Ont.

SWITCHES AND FROGS
*Canadian Steel Foundries, Ltd., Montreal, Que.

SWITCH STANDS
Canadian Ramapo Iron Works, Ltd., Niagara Falls, Ont.

TABLE COVERS, chenille
Hamilton Cotton Co., Hamilton, Ont.

TANKS
*Canadian Chicago Bridge & Iron Company, Ltd., Bridgeburg, Ont.
*Canadian Des Moines Steel Co., Limited, Chatham.
*Hamilton Bridge Works Co., Ltd., Hamilton, Ont.
*E. Leonard & Sons, Ltd., London, Ont.
*MacKinnon Steel Co., Ltd., Sherbrooke, Que.
*Maritime Bridge Co., Ltd., New Glasgow, N.S.
*Ontario Wind Engine & Pump Co., Ltd., Toronto, Ont.
*The Goldie & McCulloch Co., Ltd., Galt, Ont.
*The Goold Shapley & Muir Co., Limited, Brantford, Ont.
*The Waterous Engine Works Co., Ltd., Brantford, Ont.
*Toronto Iron Works, Ltd., Toronto.
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*Canadian Des Moines Steel Co Limited, Chatham.

TANKS, steel storage
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Salem Oil & Grease Co. of Canada, Limited, Farnham, Que.

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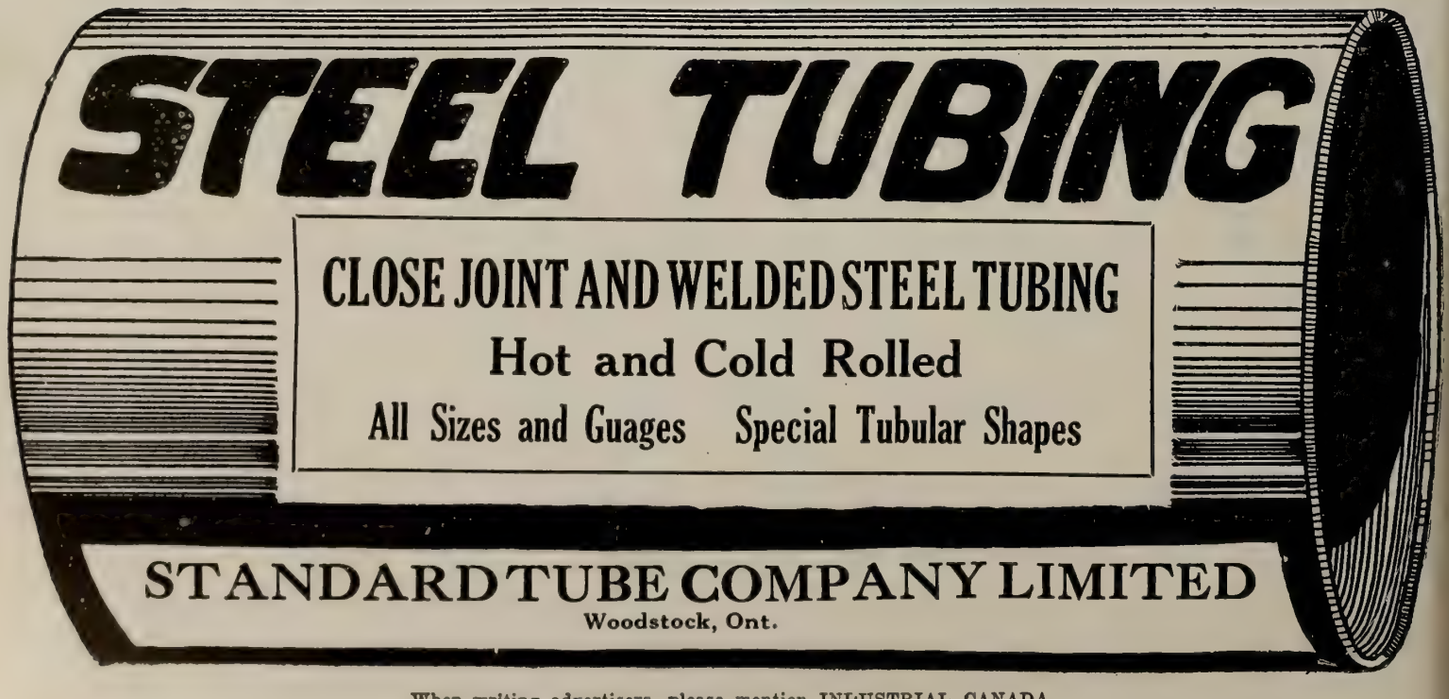
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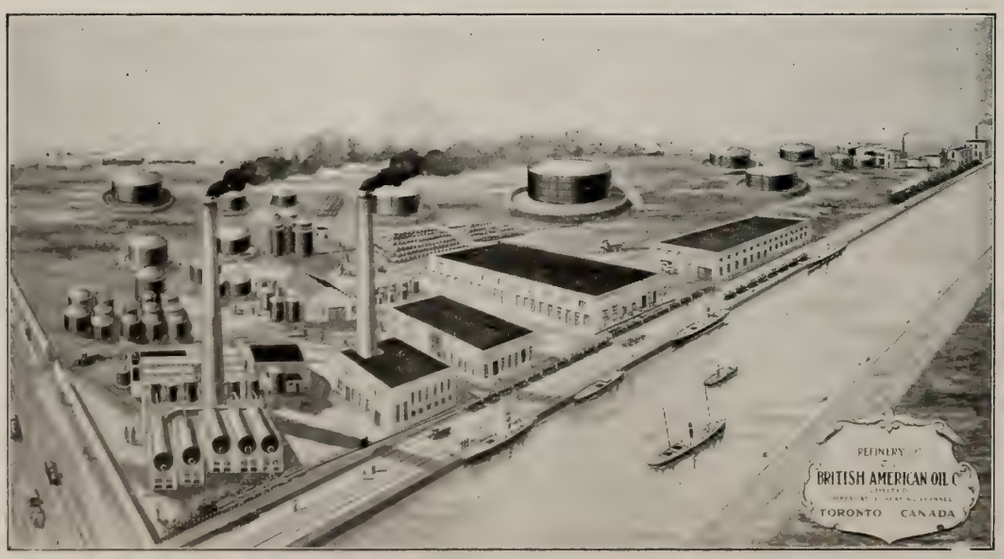
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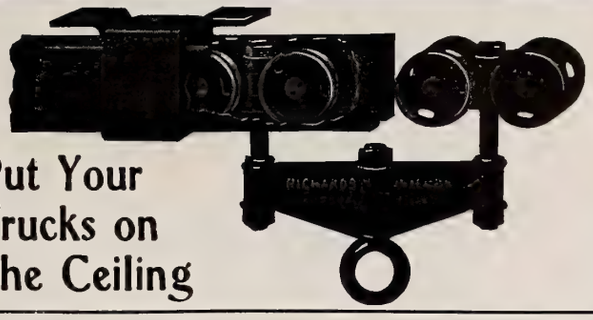
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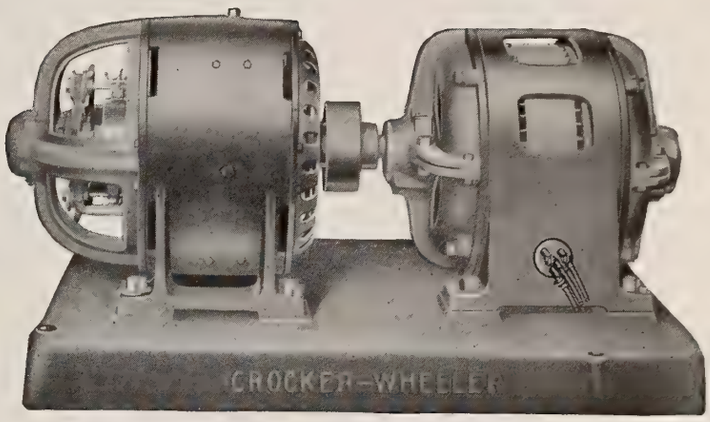
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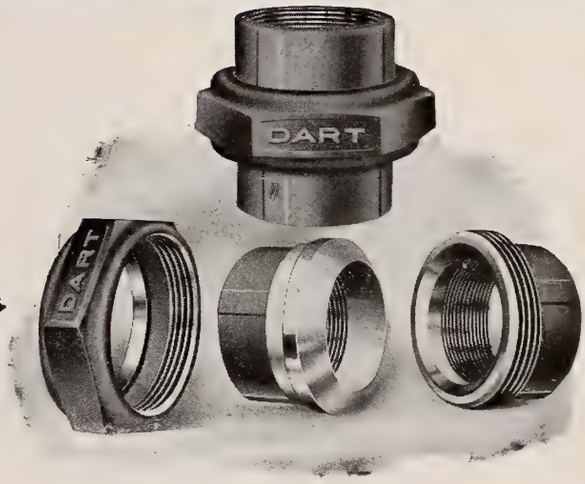
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The Face and Seat being Ball-shaped permits easy and perfect connection even if pipes are out of alignment.

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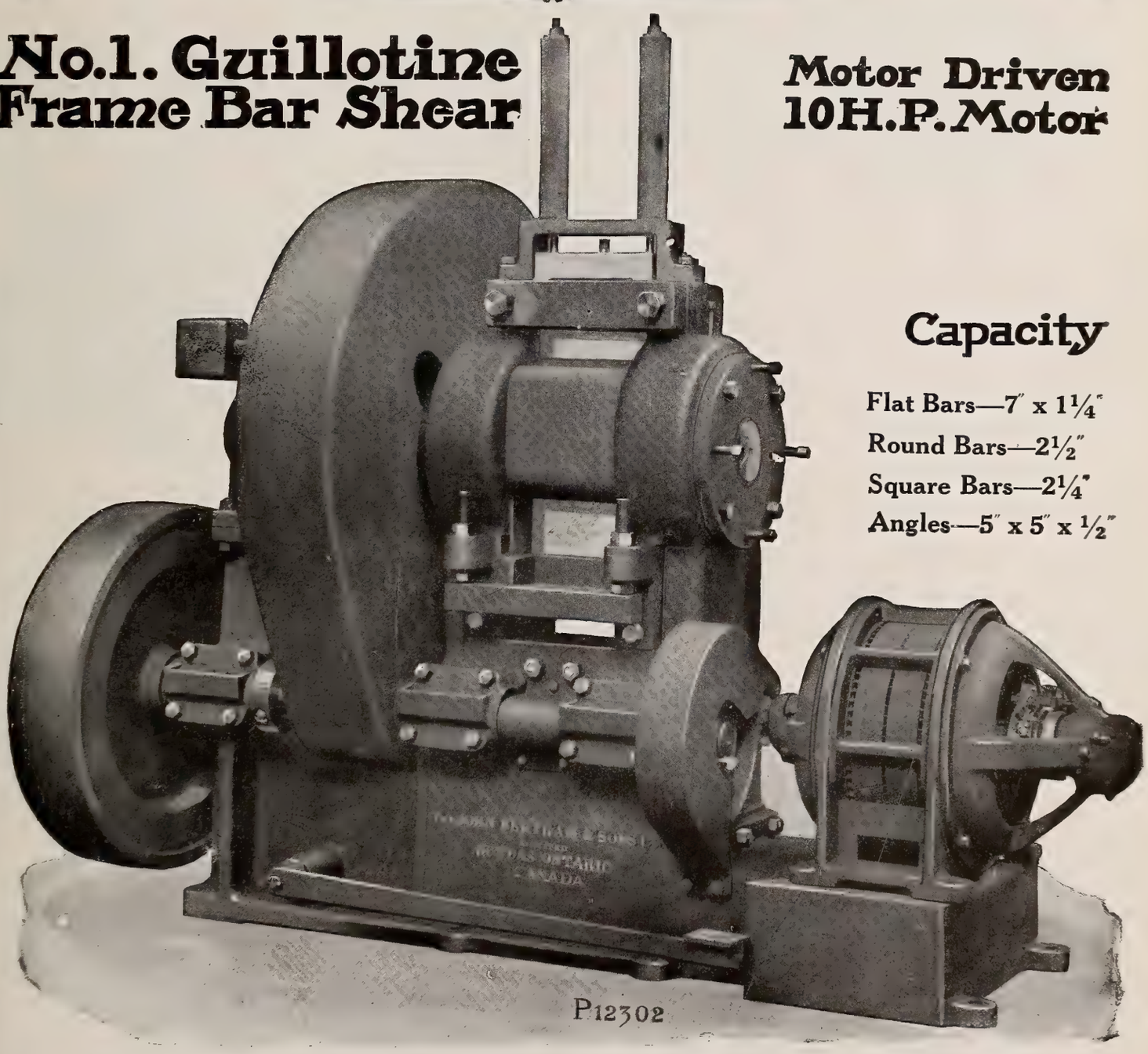
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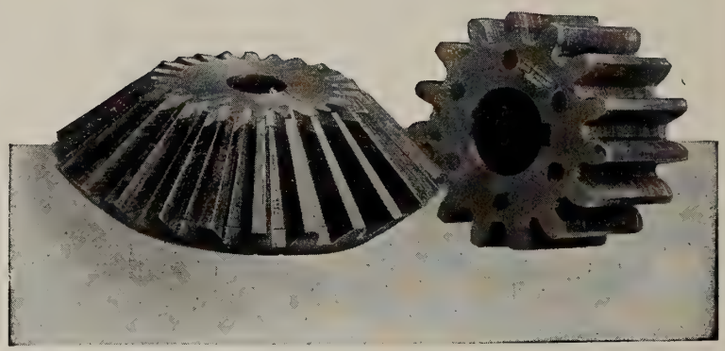
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DIAMOND STATE FIBRE COMPANY OF CANADA, LIMITED

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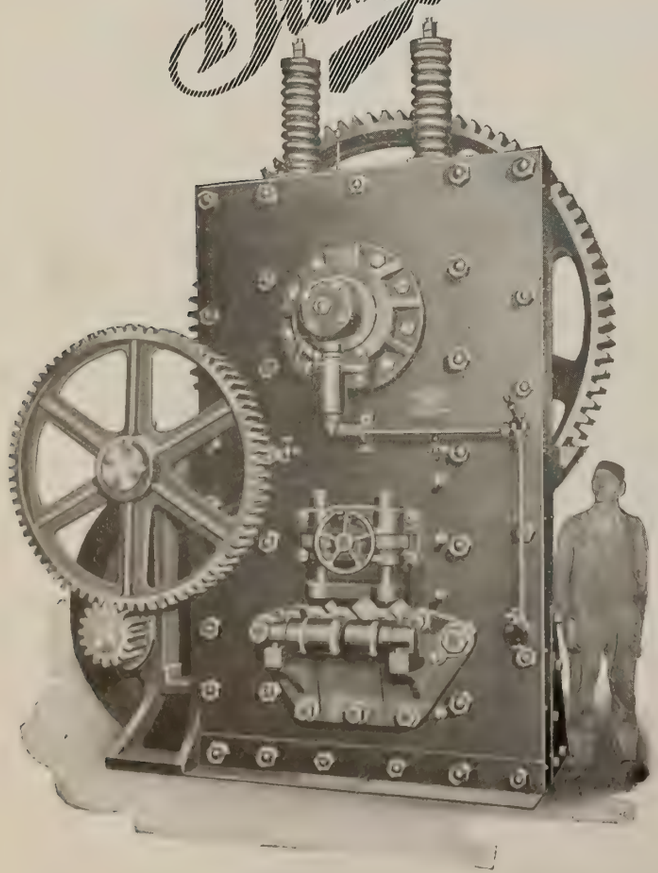
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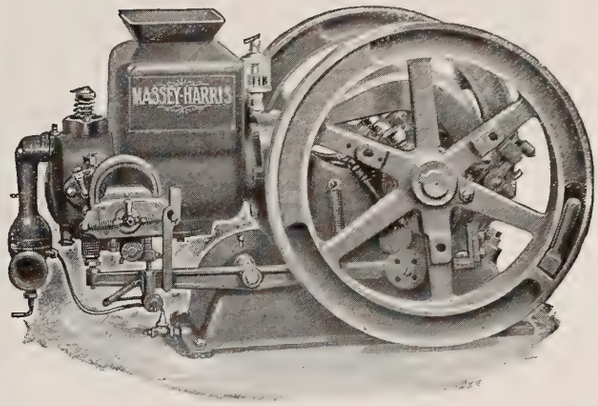
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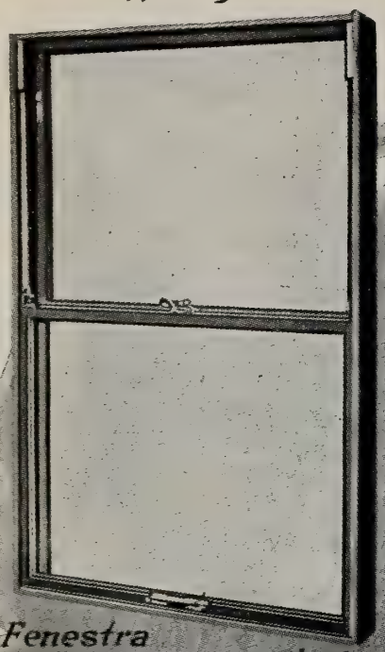
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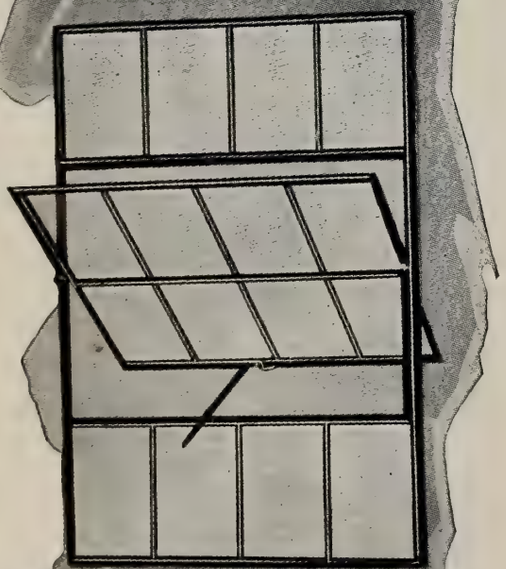


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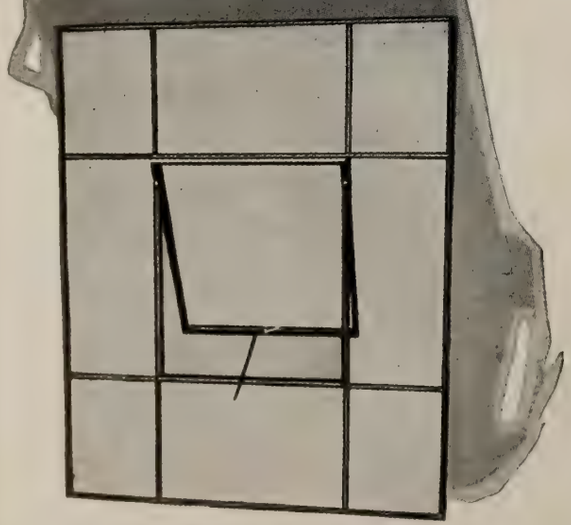
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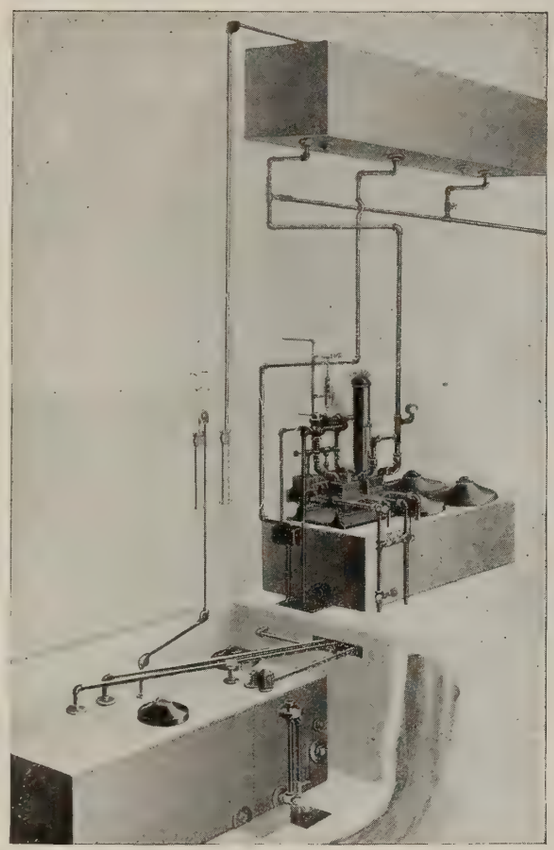
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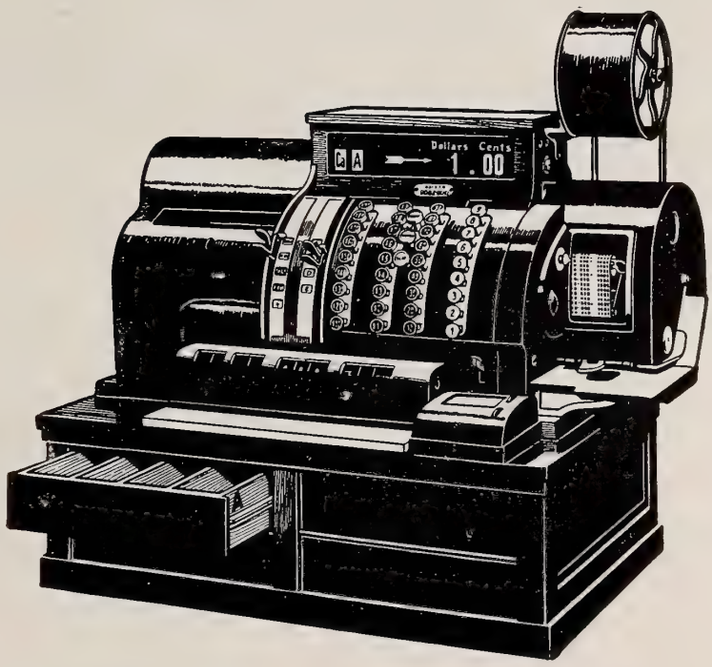
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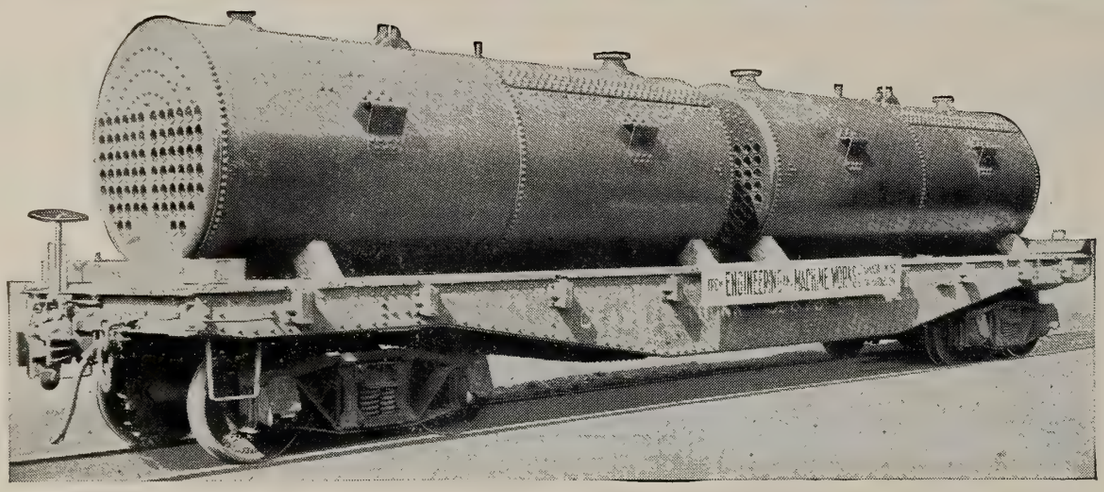
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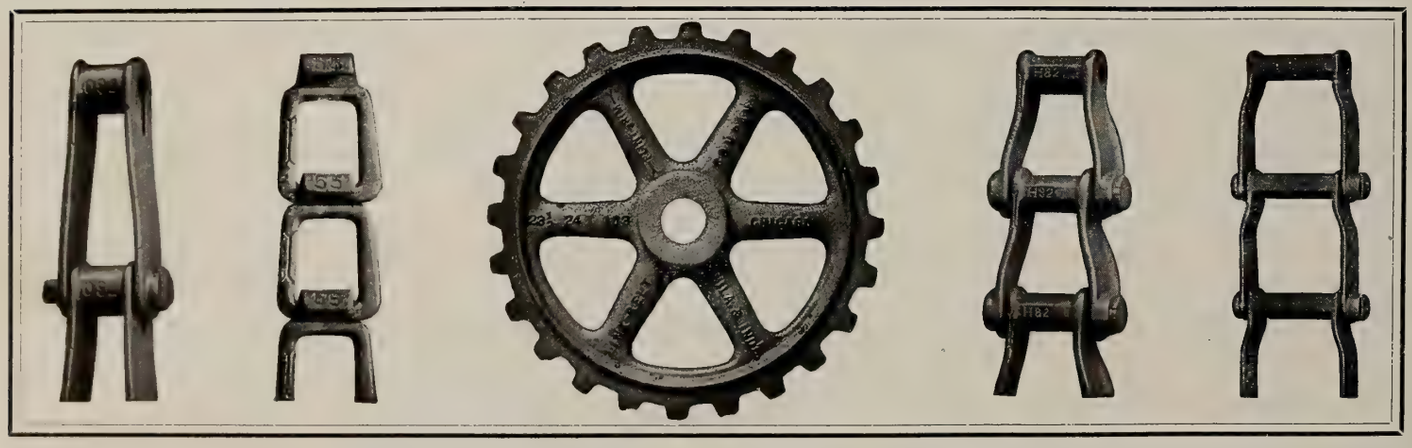
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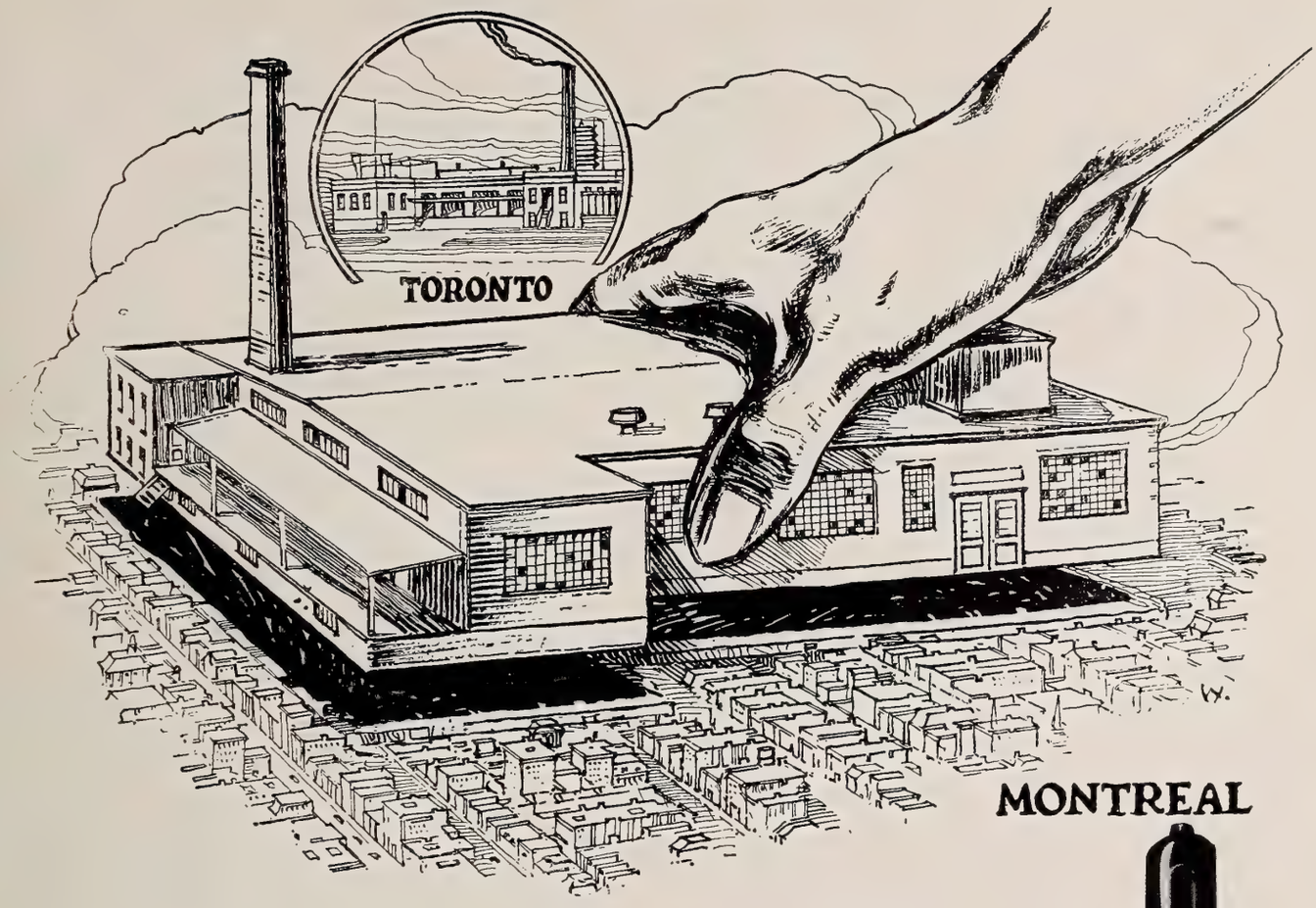
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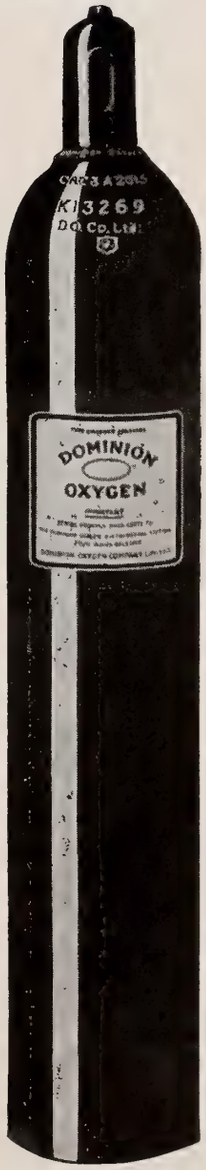
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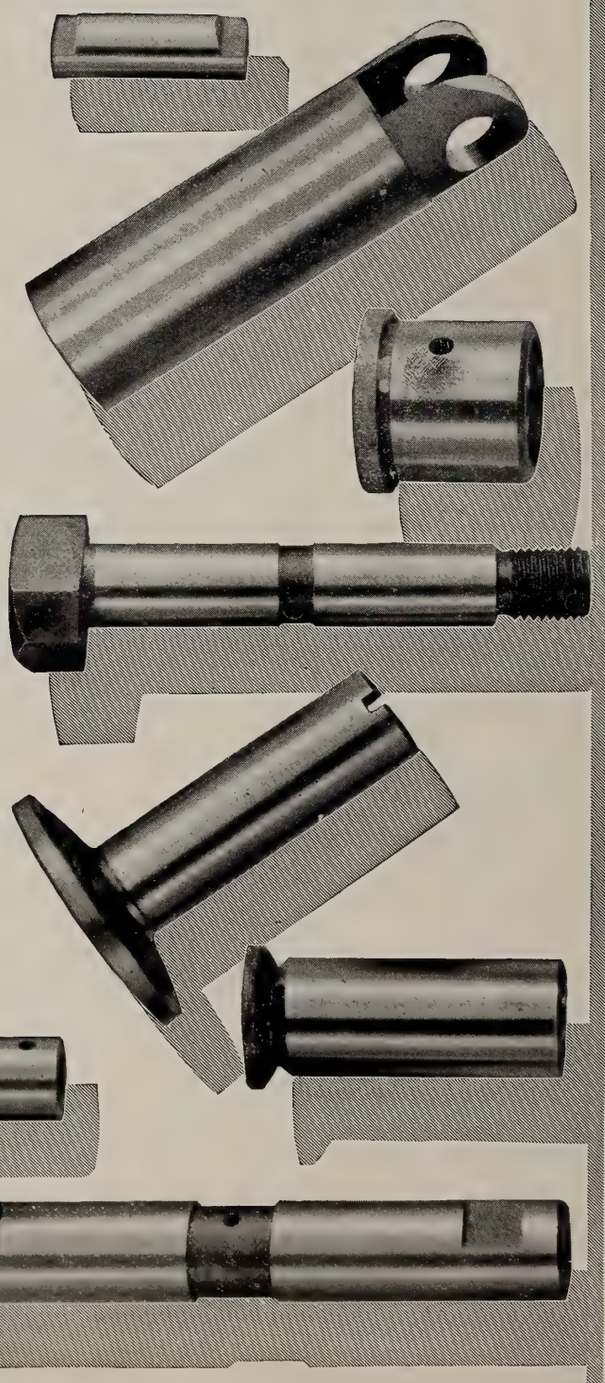
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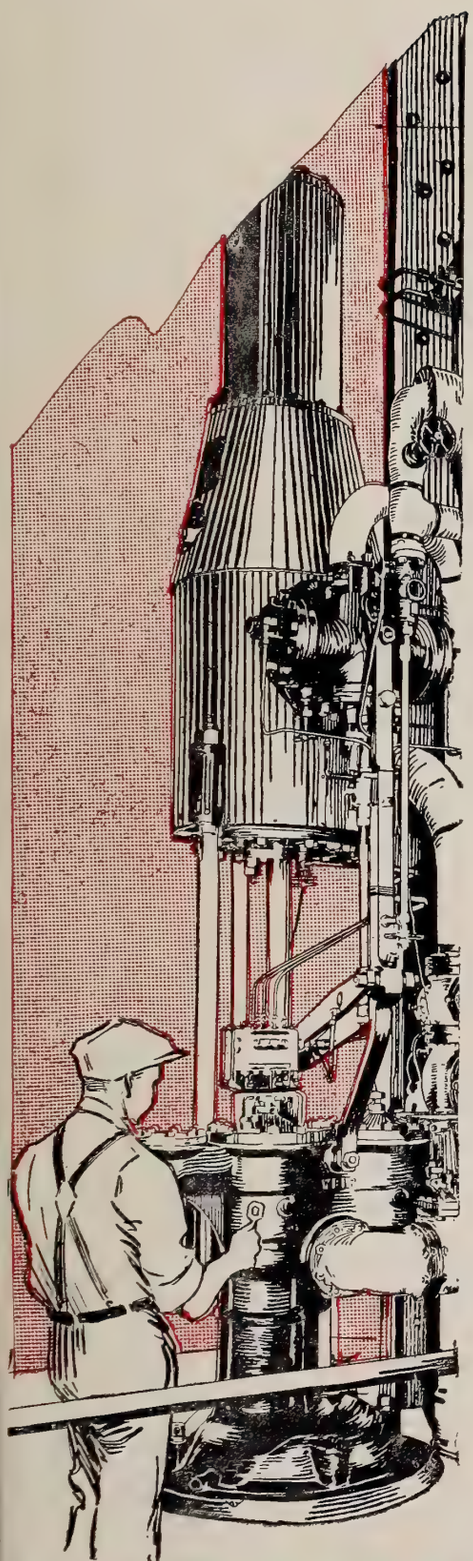
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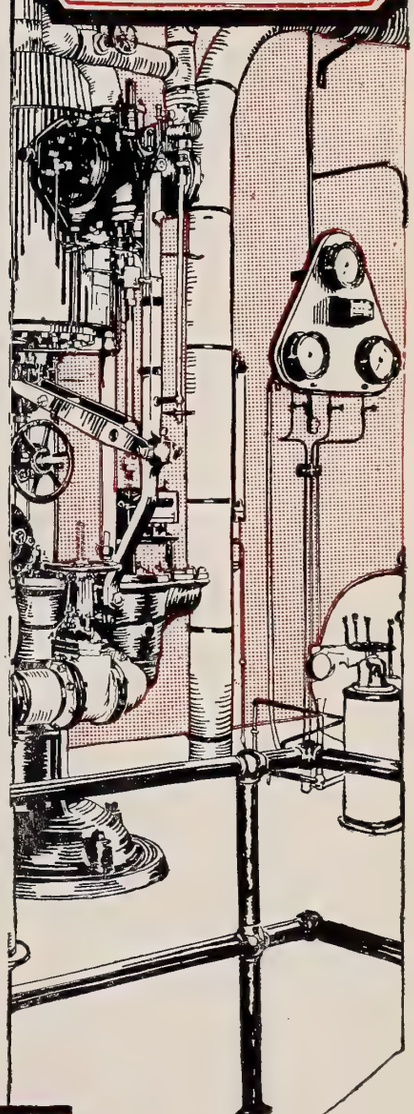
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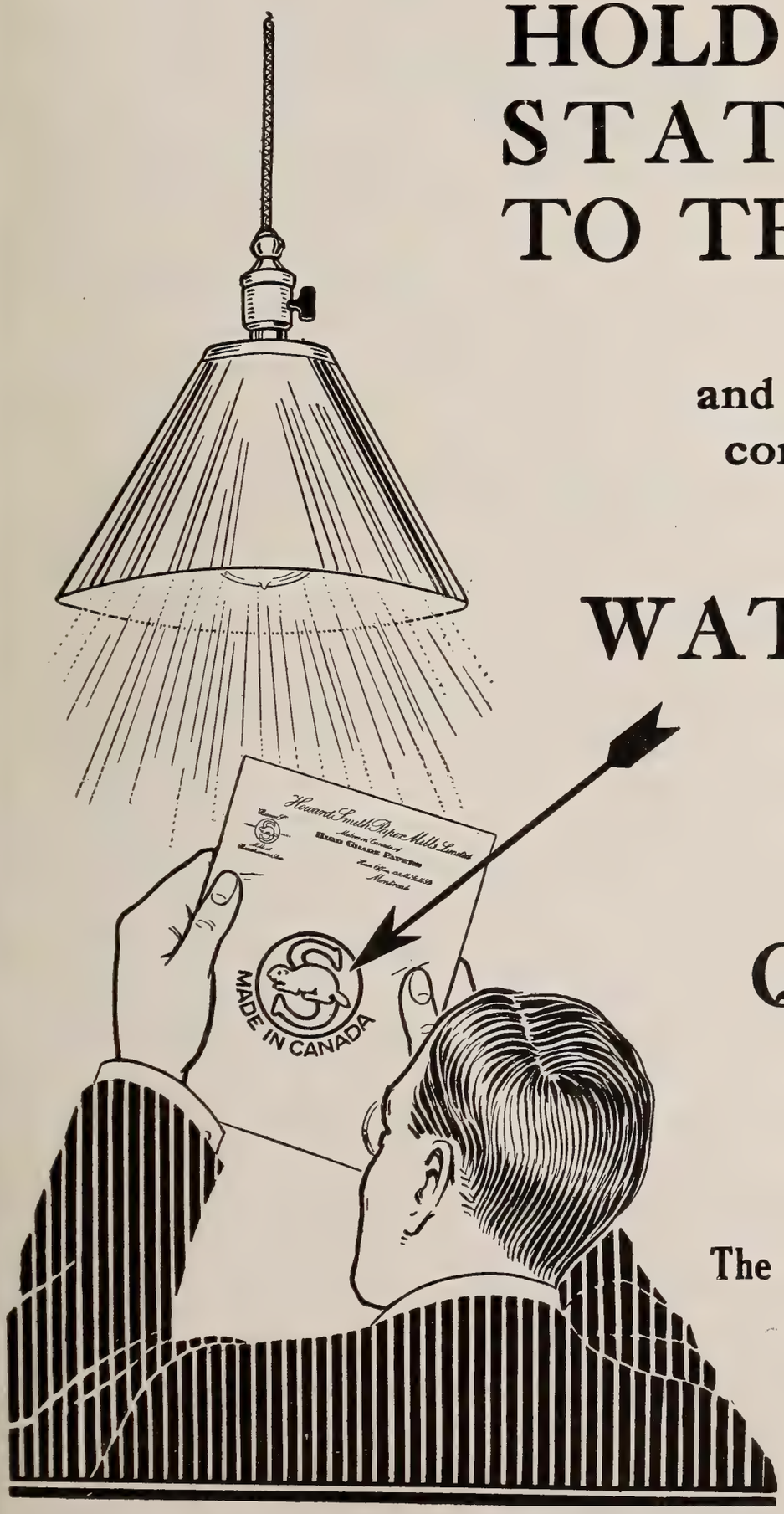
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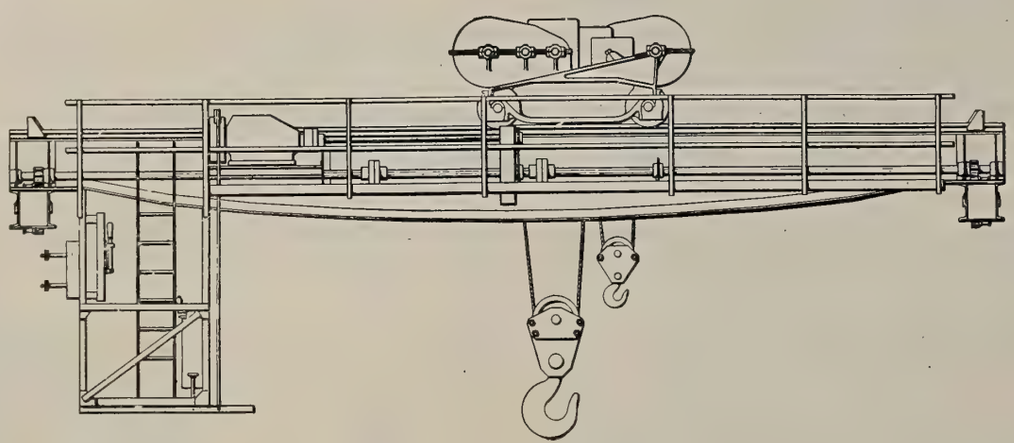
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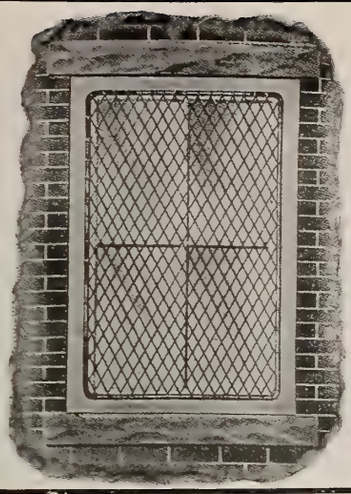
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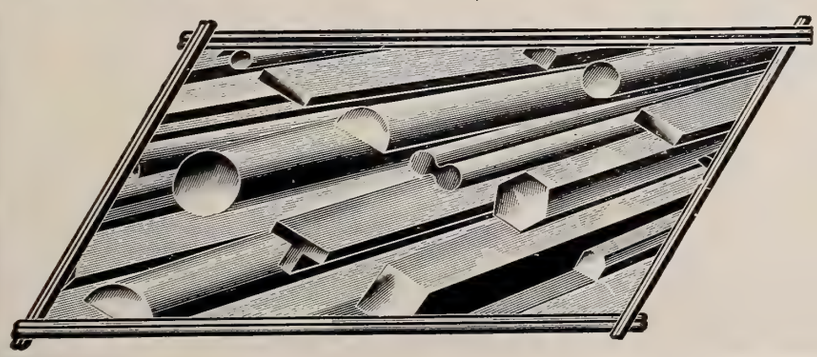
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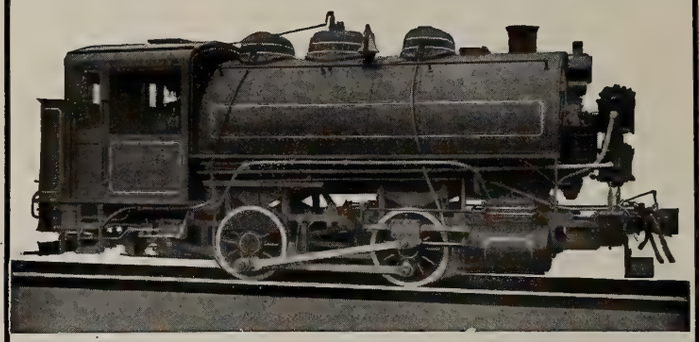
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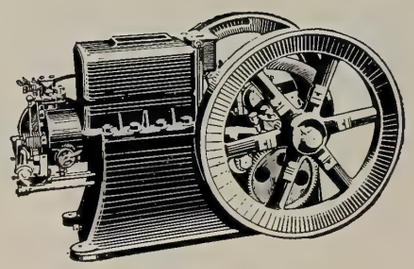
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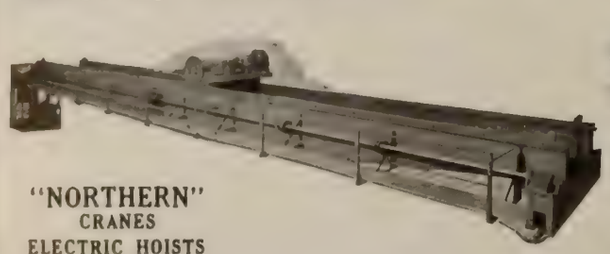
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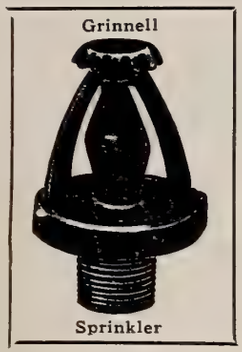






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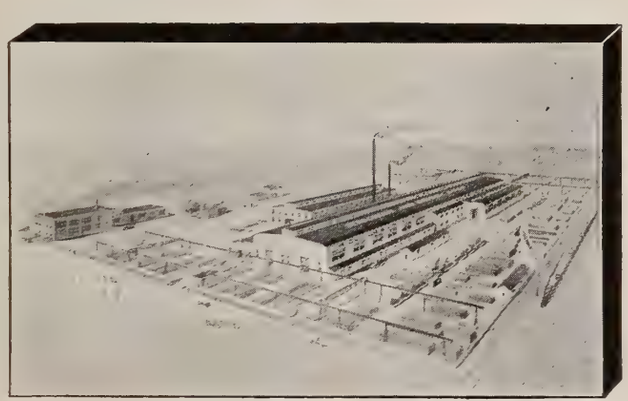
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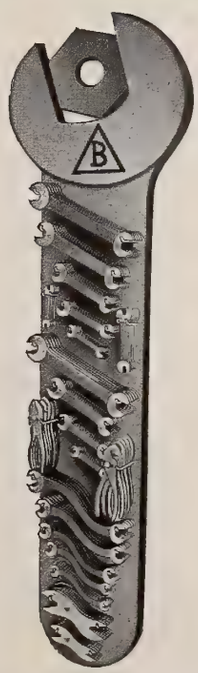


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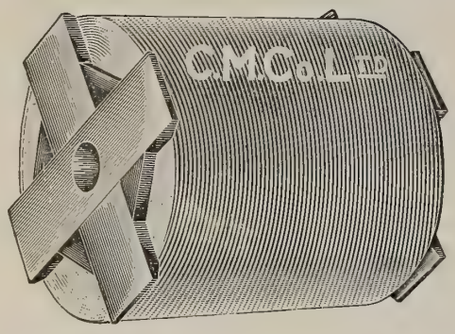


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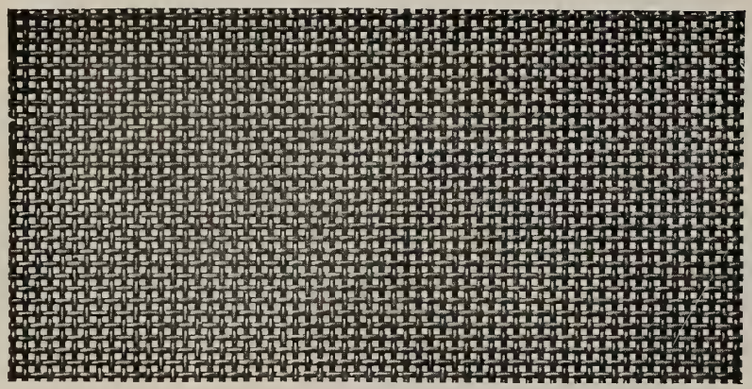
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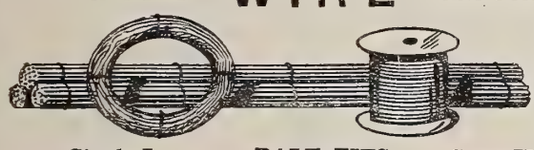
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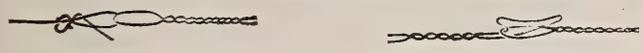
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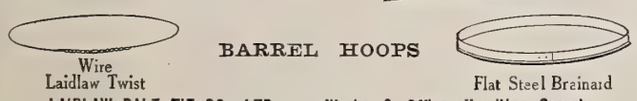


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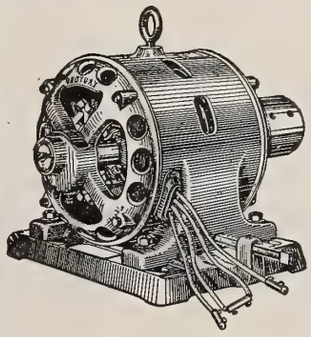
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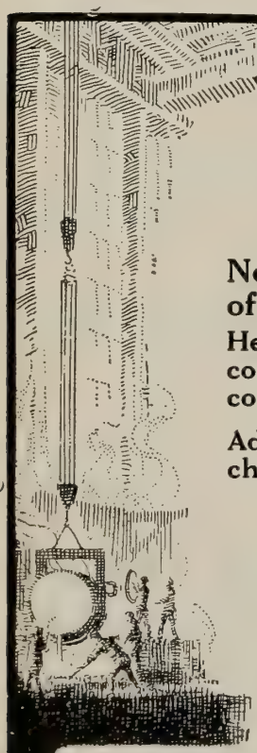
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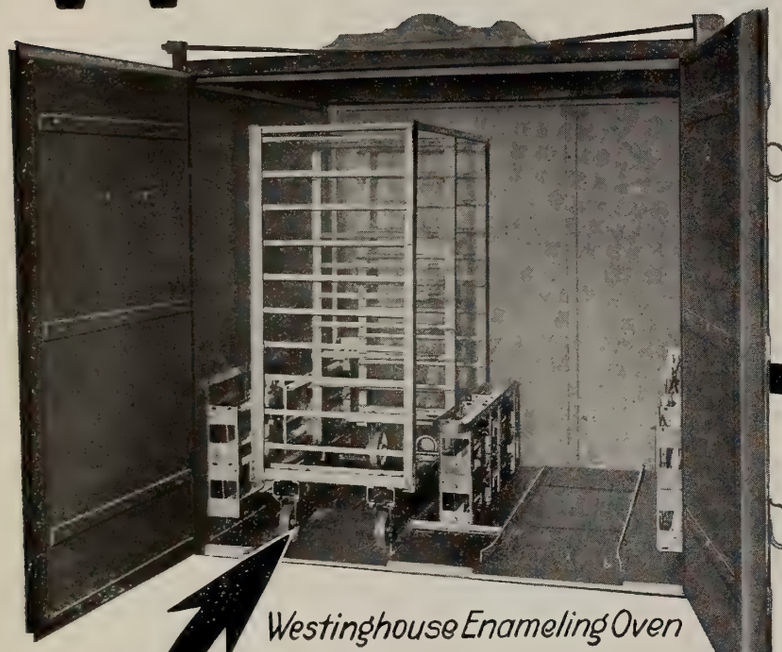
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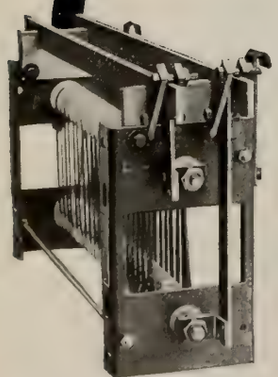
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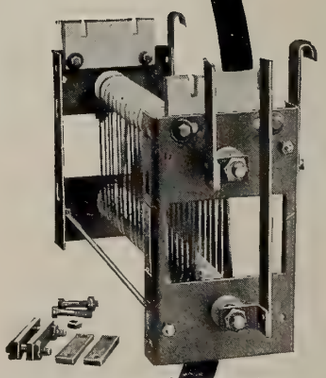
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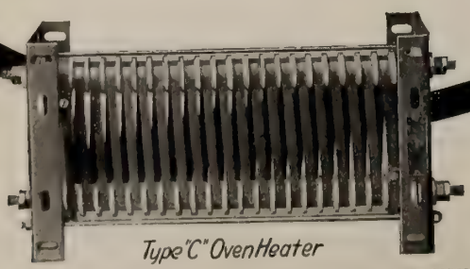
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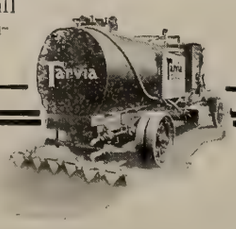
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Industrial Canada

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The Canadian Manufacturers Association
INCORPORATED

Vol. XXIII. TORONTO, AUGUST, 1921 No. 4

Further Convention Articles

AS explained in our July issue, owing to the difficulties occasioned by the printers' strike, it was found impossible to include in that number all the papers and addresses that were delivered at the Quebec Convention. We now repair the omission in the present number and readers of *Industrial Canada*, who were not in attendance at the annual meeting, will be able to peruse the informative contributions to the programme which were made by such speakers as James A. Emery, Hon. J. E. Caron and Joseph Picard.

The present issue has been published under similar handicaps to those which delayed the appearance of the Convention Number and we again ask the indulgence of our readers under these circumstances. Just as soon as possible we will restore the publication date to the first of the month.

Taking Interest in Civic Affairs

THE question sometimes arises as to the value of local branches of the Association. What work, it is asked, is there that a branch can undertake in order to be of real value to its members.

If the Toronto Branch may be cited as an example, there is a wide field of illustration, before any branch. Let us refer, by way of illustration, to the possibility of accomplishing valuable results in the department of civic administration. This is by no means outside the scope of branch activities and should not be so regarded. The local manufacturers is affected in many ways and very closely by municipal administration and is vitally interested in securing sane city government.

Recently the Toronto Branch instituted a thorough study of municipal finance and administrative methods and brought to light conditions which must be regarded as a serious menace to the industrial interests of the city. It was brought out, for example, that the general civic taxation per head had increasd from $27.89 to $43.28 since 1915. That the average family of five persons must contribute more than $200 per year to the civic treasury for ordinary civic services, apart from local improvements. indicates the great need for rigid economy in civic administration and, bringing out these facts and urging members to take an interest in what is going on, the Branch is doing a valuable service.

Similar investigations might very well be undertaken in other cities. As large tax-payers and employers of labor, manufacturers should be keenly alive to the necessity of working for greater economy in municipal expenditures and and this is surely one very useful dirction in which branch activity may employ itself.

Britain's Trade for Six Months

THE sharp declines in Canada's export and import trade recorded from month to month are by no means peculiar to the Dominion. Figures for the United Kingdom show similar decreases. For the first six months of year, imports amounted in value to £571,691,493, as compared with £1,033,037,703 in the corresponding period of 1920. Exports in the same time dropped from £637,466,-884 to £368,895,027 and re-exports from £135,891,048 to £49,685,689. Total trade fell from £1,806,395,635 to £990,272,209. Even so, however, the latter figure considerably exceeds the total for 1913, which amounted to £694,857,385.

British exports for June this year aggregated in value £38,152,238, being approximately £5,000,000 less than in May and £78,200,112 below the total for June, 1920. Taking into account the much higher prices prevailing now compared with the pre-war period, the decrease is in reality much more marked. The coal stoppage was undoubtedly the principal cause of the decrease. Now that the coal dispute has been settled and agreements have been arrived at in other industrial demands, with lower bank rates and cheaper money, some improvement in foreign trade is looked for.

Trade with Canada fell off markedly during the six months. There were some exceptions in certain commodities but in the aggregate the decrease was heavy, particularly in textiles. Exports of yarn dropped from 985,900 to 611,100 pounds; of cotton piece goods from 30,018,400 to 9,661,500 square yards; and of cotton goods not in the piece from 1,131,200 to 453,800 square yards. Woollen tissues fell from 7.485,000 to 1,936,600 square yards; worsted tissues from 10,187,200 to 3,463,300 square yards and woollen carpets, rugs, etc., from 518,400 to 219,500 square yards. Linen piece goods dropped from 3,035,200 to 578,200 ssuare yards and jute piece goods from 11,547,300 to 3,860,700 square yards.

Imports, except in wood and timber, did not show any pronounced change. Wheat was imported to the extent of 3,626,900 cwt., compared with 3,551,600 cwt. inin 1920; barley, 865,000 cwt. compared with 751.100 cwt., cwt.; oats, 1,492,400 cwt., compared with 478,000 cwt.; wheat, meal and flour, 2,786,705 cwt. compared with 878,200 cwt., bacon 491,740 cwt. compared with 628,681 cwt.; cheese, 260.476 cwt., compared with 287.548 cwt. On the other hand sawn hardwood dropped from

1,056,522 cu. ft. to 238,094 cu. ft. and sawn soft wood from 290,359 cu. ft. to 68,900 cu. ft.

Canada, while importing fewer manufactured goods from the United Kingdom, has been maintaining its exports very satisfactorily.

Buying Public are Like Sheep

A WRITER in *Manufacturers' News*, Chicago, in predicting an early improvement in business, draws an analogy between the buying public and sheep. Did you ever see a farmer try to drive a flock of sheep, he asks. They won't move forward and the front ones keep moving back to the outside until one of the sheep starts suddenly ahead and then they all follow. When that happens, it is harder to stop them than it was to get them started. Just so with buyers. They won't buy until they see some wise one commences and then they all start buying.

The same writer advances eight reasons for the belief that a change is coming. First, he points to the fact that we now have a favorable market for buying with goods in many cases being offered at less than cost of production. Then, he argues that the prospect of a higher tariff will cause buyers to come into the market to forestall the effect of the rise. The peace resolution, signed by President Harding, will open new foreign markets. Most important of all is the prospect of large crops which will put money into the pockets of the people. Financially, the liquidation of liabilities to banks and heavy imports of gold, have put the United States at last in strong business.

Business conditions are so closely interwoven as between nations that what effects one country favorably will have a corresponding effect on other nations. If the United States experiences a trade revival this fall, even a small one, it will help to stimulate business in Canada.

Visit of Mr. Morgan

CONSIDERABLE importance attaches to the visit to Canada, of Mr. Ben H. Morgan of the Britih Empire Producers' Organization, London. This organization, among its other aims and objects, is working towards self-sufficiency of the Empire in all important products and one purpose of Mr. Morgan's visit has been to secure information as to desirable channels along which British capital may be invested in Canada.

The Canadian Manufacturers' Association, which is one of the constitutent bodies of the B. E. Producers' Organization is fully in sympathy with this particular object. It realizes that dependence on other countries for so many raw materials and semi-finished products is not only costly but an evidence of weakness and it would gladly welcome an influx of British capital to assist in developing our various natural resources, thus contributing still further to the country's industrial independence.

Valuable Publications

TWO valuable publications have recently been issued by the Association, to which special attention might be directed in this column. The first is an Excise Tax Pamphlet, prepared by the Tariff Department, which gives in full the text of the recent Sale Tax amendments, together with amendments to the Special War Revenue Act and other useful tariff information. Usually this information is only available in official gazettes and other government publications, and is not always at hand when required. The Tariff Department has done valuable service in putting these particulars in convenient form for ready reference.

The second special publication is a report on Export trade conditions issued by the Commercial Intelligence Committee. This report was prepared originally for presentation to the annual general meeting of the Association and was printed in the July issue of Industrial Canada. In order, however, tto give it a special circulation, the material has since been reproduced in a neat pamphlet and will be found most serviceable in this form.

The widespread activities of the Association are evidenced by the extent of the bulletin and other publicity services rendered by the various departments. The Industrial Relations Department is now issuing a bulletin regularly, dealing with labor conditions. The Tariff Department is keeping the membership advised on all tariff changes. And all these matters are supplemental to the information furnished each month by the various departments through *Industrial Canada.*

The Farmer-Labor Alliance

THAT all is not serene in the alliance of the united farmers with organized labor, is evidenced by an editorial in a recent issue of the *Farmers' Advocate*, London. The editorial bears the warning title, "Flirting with Labor" and is virtually an appeal to the farmers' party to keep themselves free from any affiliation with labor. It reads as follows:—

"In these days of reconstruction and readjustment. farmers in politics will find the way strewn with fewer thorns if they cease to flirt with the Independent Labor party. There is nothing to be gained by cuddling up to Labor, except a few more seats, and the extra gains will in nowise compensate for the trouble thai the un-natural alliance will entail. Our understanding is that farmers have organized a new political party with the object of purifying politics and remedying the economic wrongs under which the industry labors. The greatest economic wrong to-day is the manipulation of the market by Capital and Labor to reduce the price of every farm product, and at the same time hold high above our heads the price of manufactured goods which farmers must buy. Labor is as much to blame as Capital for the serious condition of affairs to-day, and if the situation is not righted soon bankruptcy, unemployment and financial stagnation will imperil the economic standing of the nation. At the present time the International Typographical Union is spending almost one million dollars monthly in the attempt to force the 44-hour week and the one-dollar-per-hour wage scale upon the employing printers of Canada and the United States. This, bad as it is, would not be so serious and so threatening to the country at large if it represented the views and desires of one branch of Labor only. The disconcerting feature is that Labor is almost universally determined on no reductions, and from all indications they are not seeking an all round scaling of prices downward so farmers and the unorganized masses employed in towns and cities may live. The sympathies of the majority would be on the side of farmers if they used their political standing and political influence to correct these glaring economic wrongs, but their effectiveness will be impaired by an alliance with Labor, particularly the Independent Labor Party, which is the radical and socialistic element of the Labor organization. It is fortunate that the farmers of Alberta have a clear majority in the Legislature. The Labor group in the Manitoba Legislature prolonged the last session unduly with their oratory and verboseness, but they did not contribute one constructive idea. The Farmer Government in Ontario would plow more ground if it did not have to carry the Labor Group, and in the sphere of federal politics the Farmer Party will enjoy a more creditable regime if unencumbered by any attachments or unnecessary burdens such as an affiliation with Labor will entail."

Made-in-Canada at Exhibitions

IT is as well to emphasize again the desirability of taking advantage of the various exhibitions and fall fairs which are being held all over Canada at this season of the year to drive home the Made-in-Canada argument. Were every Canadian product, whether grown on the farm or manufactured in the factory, labelled with the fact of its Cana-

dian origin, the combined effort would be impressive. Further, were it pointed out in every case that the purchase of these products by Canadians would help to keep the people employed, much good would be done in warding off unemployment.

It is largely a matter for the individual exhibitor to deal with. The exhibitor controls the exhibit and he can say whether or not he will take advantage of the opportunity afforded by the display to promote the Made-in-Canada idea. We can only urge readers, who are in a position to help out this idea, to take early action to see that at every exhibition and fair, where their goods are shown, the attention of the public is directed to the importance and urgency of buying Canadian products.

German Competition

A WARNING against German competition is sounded by J. G. Merrick, secretary of the Employers' Association of Canada, in the course of an interview in London. Mr. Merrick has been in Europe in connection with the Olympic Games and has made some observations of conditions over there.

"When one travels in person through Germany, says, "and views at first hand the mighty industrial fabric untouched by the war, one realizes that the rest of the world is at the mercy of these people and that the fruits of the victory are not destined to the victors."

Mr. Merrick emphasizes the fact that Germany has not tied itself down to any labor conventions, limiting the working day or otherwise restricting production. Exchange conditions also are forcing Germany to work still harder. Labor is well drilled. and obedient and the result is that Germany is now producing at from 4 to 5 times less per cost unit than are the nations surrounding her. This competition is forcing to the wall large enterprises in Great Britain and Europe.

By adhering to the restrictive labor clauses of the Peace Treaty," declares Mr. Merrick, "England, France and Belgium are placing their economic future in deadly peril."

The Election in Alberta

AS a result of the recent provincial election, Alberta will be ruled for the next few years at least by a government, exclusively representative of a class and responsible for its actions to that class. In this respect, the province may be said to be unique in Canada In Ontario, where the group form of government has also been attempted, there are these distinctions, that the farmer party has had to ally itself with the labor party in order to secure a semblance of superiority of representation in the house, and that the responsiblity of the government to the farmer and labor organizations is not nearly so pronounced.

As demonstrating the close control which the United Farmers of Alberta will exercise over the farmer members and the farmer government, it is only necessary to quote from the declaration of principles issued by the organization prior to the election. For example, one of the sections reads:—

"We, the United Farmers of Alberta, base our hope of developing a social influence and a progressive force, on becoming a stabilized, efficient organization. We therefore place primary emphasis on organization."

In another section, the principle of responsiblity is enunciated as follows:—"We are a group of citizens going into political action as an organization. Our elected representaives are at all times answerable to the organization. Each elected representative is answerable directly to the organization in the constituency that elected him."

The Panama Route for B. C. Products

IN an interesting report on Pacific Coast shipping, Hugh Dalton, secretary of the British Columbia Division, tells of the new developments which are taking place as a result of the increasing use of the Panama Canal. In July the first shipment of chilled meat ever sent to Europe from British Columbia left Vancouver for Great Britain by the Panama route. Another vessel is taking out a large shipment of canned salmon, a commodity that has heretofore been shipped across the continent by rail. These developments were to be expected. They are none the less important and presage a great and growing traffic in British Columbia products to Great Britain and Europe via Panama.

The Wall that is Working Both Ways



During the first four months of the fiscal year, Canadian Shoppers spent $34,435,586 less abroad, and are purchasing Made-in-Canada Goods.

—Cartoon by Racey in Montreal Star

Protecting Britain's Industries

OPPONENTS of the precaution taken at its last session by the Parliament of Canada to prevent the flooding of our markets with German importations by restricting the depreciated value of the mark, will not derive much comfort from the action of the British House of Commons in passing the bill providing for the protection of "key industries." This goes even further than the Canadian measure in rigid protection of home industries.

What with the Fordney Bill in the United States, this new legislation in Great Britain and protective tariff measures in practically every country in the world, it is hard to conceive how any advocates of free trade can continue to exist in Canada or advance their doctrines with any serious expectation of making converts.

The Agricultural Development of Quebec in Relation to Manufacturing*

By HON. J. E. CARON
Minister of Agriculture, Province of Quebec

THE City of Quebec, which has been called beautiful by your President, is the birth place of the Dominion. It is also the cradle of confederation. Quebec is the link between the east and the west. It is the most conservative province,—oh, I don't want to speak of politics; I would not let you believe that I want to say that Quebec is the most conservative province in politics. I don't want to speak politics. But Quebec is the most conservative province in the matter of tradition, habits, broadness of view, tolerance and goodwill towards every race and creed within its limits and all over the country at large.

It is perhaps useless, gentlemen, to speak of manufacturing to people who know manufacturing better than myself, but sometimes some figures might be quoted in comparison with other figures, and if agriculture and manufacture are closely linked together, we might also draw some conclusion between the statistics of manufacture and the statistics of agriculture.

Industry in Quebec

Industrial production in Canada is now $3,182,000.000. Raw materials are quoted at $1,732,000 000, so the cost of manufacture is almost twice the cost of raw material. The factories are 35,745; the invested capital is $2 891,000,000; the employes are 666,689 and the salaries paid nearly $600 000,000. The raw materials are quoted in the statistics for 1918 at $1.732.000,000. The value of industrial manufacture in Quebec in 1910 was $350,000,000 and in 1918 it was $900,000,000. This is some progress, Mr. President, and we are proud of it. The number of industrial establishments in Quebec in 1910 was 6 584, and in 1918, 10,552, or 70 per cent progress in 8 years. The same progress has been noted in population. In 1911 the population was 2.000 000 and we have grown by half a million more since that time. These are the figures for 1919. This shows we have made some progress in manufacture, in population, and we have also made some progress in development. I will not speak of every development in the Province of Quebec because it would take too long, but I might mention in connection with manufacturing, the hydro electric development. The hydraulic development is almost in its infancy in the province of Quebec. We estimate that the total gross power which could be developed all over the province is 15,000,000 horsepower. The average power that can be developed in the area which can be reached now is estimated at 5,000,000 horsepower. The horsepower now being developed and in operation is nearly 1,000,000. To help this development and to study the development which has been made already, the Provincial Government have begun a policy of water storage and we have constructed at La Loutre a dam which makes a reservoir of 300 square miles holding 160 billion cubic feet of water. This immense amount of water is employed to maintain the flow of the Maurice River and serves to increase the power developed along its course by more than 50 per cent. The capacity of this dam is estimated at 1,000 000 horsepower with a debit or flow of 12,000 cubic feet per second at Shawinigan. Another source of energy which is large and undeveloped is situated at Grande Decharge, Lake St. John, where 800.000 horsepower can be harnessed for manufacturing purposes. This is enough to show the possibilities and opportunities which our Province offers to manufacturing industry.

The labor conditions in Quebec are believed to be better now than anywhere in the Dominion. I believe this is a recognized fact almost everywhere. We think in this province there are fewer strikes and that the strikes which happen sometimes are more quickly settled and more easily settled than in any other part of the Dominion. I have heard it mentioned not only in this province, not only in Canada, but even in the United States. I was there some weeks ago and I met many manufactures and they knew the situation in the province of Quebec, and they acknowledged that the labor situation in Quebec was better than in any other part of Canada.

Agricultural Production

But the success and prosperity of the manufacturing industry is closely related and even dependent on agricultural production, on farming progress and prosperity. Canada is pretty well situated in this regard. Let me give you some figures which show that agriculture is not inferior to manufacturing industry in our country. The value of crops in 1920 is rated at $1,812,000,000; the value of dairy products in 1920 at $247,000,000; the value of cattle at $1,300 000 000 and the total value of crops and cattle in 1920 was $3 360 000,000 or $162,000,000 more than industrial production. Then taking the invested capital, the value of farms and buildings is $3.727 000 000; the value of farm machinery is $390 000,000; the total value of crops and invested capital, $7,477,000,000. This shows that agricultural values in this country taken altogether are $1 403 000,000 over and above combined values of invested capital and production in the manufacturing industry. I don't want to belittle the manufacturing industry, gentlemen, but I want to show you the importance of agriculture in comparison with the manufacturing industry, to show you that agriculture is closely linked with the manufacturing industry because they are the two forms of industry in this country; and to show you also that those two industries must walk hand in hand if they want to prosper. The importance of agriculture has always been recognized and we know it is the basis of the prosperity of the country. It is absolutely necessary for the maintenance of industrial production.

Now, if you want some statistics for Quebec, I might say in short that the total value of crops in Quebec in 1920 is $1,759,000 000, and the total value of the crops of the province increased from $271,000 000 in 1918 to $307,000,000 in 1919 and $330,000,000 in 1920. This is some progress also. As to the province of Quebec in the matter of agriculture, the federal statistics shows that the province of Quebec is at the head of all the other provinces of the Dominion in progress in agriculture, and that fact has been proved by the federal statistics. The Province of Quebec is standing at the head with 310 per cent. progress since 1910. This shows that agriculture is absolutely necessary for the maintenance of industrial production. Agriculture and manufacturing industry are closely linked together. One cannot prosper at the expense of the other and particularly so if the agricultural production suffers by the predominance of industrial production. During the war the farmers were put in a very hard position through their incapacity to pay the high wages given by the manufacturers. Farm labor was very scarce and production in agriculture was much impaired by that fact, but the high prices prevailing then for farm produce helped the farmers to carry on. The situation has now changed completely. Farm produce of every kind has taken an average drop of 100 per cent. and even more. Potatoes, for instance, which have been selling since four years ago at an average price of $2 a bag are now a drug on the market, selling at 10 cents a bushel with no demand whatever.

A tremendous amount of money will be lost by the farmers all over Canada on this potato production alone, and this agricultural depression is unfortunately made worse by the fact that agricultural implements maintain their high price. As far as the present, generally speaking, almost no appreciable reduction has been made upon the manufactured articles needed by farmers, and if the high prices which now prevail for agricultural implements, wagons, carriages, harness, artificial fertilizers, paints, paris green and other insecticides are maintained the situation will shortly become very bad for the farming community. The manufacturers, I hope, are alive to the fact that the farmer is their best customer and that agriculture is their best asset. If the farmer is compelled to lessen his operations, the amount of farm produce will come down. He will buy less and the manufacturers will be the first to suffer. We should not mind all the talk about farm and manufacturing interests being opposed the one to the other; they should work hand in hand, grow together and help one another. It is along those lines that prosperity for everyone will come and will be maintained. On the contrary, failure and disappointment will result if manufacture is developed at the expense of agriculture. It is this fact that I want to impress upon you most particularly. The time has come to help the farmer more than he has been helped until now.

*Address delivered at Annual Convention of Canadian Manufacturers' Association, Quebec, June 7, 1921.

Prices of manufactured goods, tariff matters and railway transportation should be adjusted to the revenue derived from the farms. Farmers in this crisis should be encouraged. They should not be made to feel that they are left alone and that other industries will profit unduly by the present agricultural situation.

The statistics show that there is a spread of nearly 200 per cent. between the cost of raw materials and manufactured products. In some lines this spread is more than 300 per cent. For instance, raw hides have been selling down for nearly one year now at an average of 500 per cent. and in spite of that fact, the price of boots, harness and other manufactured leather has been held up seemingly out of proportion to the price of the raw material. The same may be said of wool and its manufactured products.

I know that the manufacturing industry is bound by peculiar conditions, that it takes time to dispose of the raw materials bought at high prices and that the cost of manufactured products must of necessity come down gradually. But we should not be blind to the fact that this happy condition which obtains for manufactured products does not prevail for agriculture. The drastic tumble in the price of agricultural products has come on the farmers like a thunderbolt, and we should not be surprised at the complaints of a farmer who has been obliged to sell his wool and his hides at prevailing low prices, and who will have besides to throw away hundreds of bushels of potatoes, when that farmer goes into a store to buy a pair of boots or a yard of cloth at war prices.

This brings me to ask you, gentlemen, to take the opportunity of this meeting to seriously consider the absolute necessity of an immediate lowering of the price of manufactured products needed by the farmers as it is possible.

Plea for Lower Prices

I hope that your Association will shortly see its way clear to lower the price of manufactured goods proportionately to the present prices of raw materials. Such a move on your part would help more than anything else the solution of the present farming crisis.

Gentlemen, I hope that you are not disappointed with having chosen Quebec for your convention. Many of you knew Quebec before. I suppose that some are coming to Quebec for the first time. We are proud to see you here because we want to be better known; we want you to be acquainted with Quebec not only on the manufacturing side but on the social side. Also we want you to study Quebec, and after you have seen Quebec as much as it can be seen and you have studied our conditions, our people and our mentality, I am sure every fair minded Englishman who comes to Quebec may expect a warm welcome. We therefore invite you to visit all our towns, to mix with our rural population, to see the homes of our farmers and learn by yourselves how favorably they are disposed towards toleration, justice and fraternity for everyone of their fellow citizens. You will see French and English neighbors living peacefully side by side. You will see Catholics and Protestants, communities organized in the same rural or urban centres without anyone trying to interfere with or impose upon the rights of the others, and you will very quickly be convinced that this brotherly feeling, this happy state of things is the result of our educational system and of our tolerant provincial organization.

Safety First at a Big Ship Plant

Programme of Accident Prevention work at Halifax Shipyards, Limited, has resulted in marked decrease in accidents.

By M. L. FRASER
Field Officer, N. S. Accident Prevention Association

A FEW weeks ago there was launched from the lards of the Halifax Shipyards Ltd., the splendid steel steamer "Canadian Cruiser." The event was staged with all due pomp and ceremony and was witnessed by thousands of interested citizens. After the launching congratulatory speeches were delivered by some very eminent men. One these emphasized the fact that the "Canadian Cruiser" was the largest vessel ever built in Canada, another, that she was built entirely of native materials,—plate from Sydney, rivets and forgings from Trenton, etcetera—a third paid his tribute of praise to General Manager McLurg and his associates, and they in turn passed the credit for the great achievement along to their officials and workmen.

It was fitting and proper that all this should have been done and perhaps only natural that something should have been overlooked on such a busy occasion—something, however, which well merits commendation and congratulation. In the construction of the "Canadian Cruiser" not one workman was killed, nor was one seriously injured. In view of the hazards incidental to work of this nature it is certainly a creditable performance, and speaks well for the Safety First efforts of this company.

On entering the shipbuilding plant the first thing to attract attention is a large sign board, placed where no eye can miss it, having on it in large letters "Safety First." The visitor and the man going in for his first day's work in the yard meets these two vital words face to face, and they cannot but make an impression which, if fostered, at all, will make him a more careful man. The big sign board is also a constant reminder to all who pass its way that "Safety First" is an important item in the affairs of today, and is so regarded by the Halifax Shipyards, Ltd. ....Bulletin boards displaying safety bulletins are placed here and there throughout the plant in places where they will be read by the greatest number. These bulletins are furnished by the National Safety Council of Chicago, the largest safety organization in the world, and are universally recognized as one of the most effective means of safety education in that they graphically show all kinds of hazards, types of carelessness and teach the safe way to do things. They stay on the boards for one week and are then replaced by new ones.

One of the primary essentials in the carrying on of effective safety work in any plant is cooperation betweent management and man. Here, this cooperation is maintained by means of a general safety committee, organized in December 1920. This committee is composed of twenty-four men. Five of them are company officials, and nineteen are men from the yard, each department having its own representative. The personnel is changed at the end of a six months term of office. Meetings are held regularly once in every two weeks. At the present time D. Scouler, Supt. of Hull Construction, is Chairman; G. W. Grossan Supt. of Engineering, Vice Chairman; D G Ferguson, Supt. of Employment, Secretary. J. F. Paige, Operating Manager, is a member ex-officio and frequently attends the meetings. The duties of this committee are to interest themselves in all matters pertaining to the safety of employees, to make recommendations for the guarding of dangerous places and machines, and to further the cause of safety in the plant in every possible way. Each member is particularly responsible for the department which he represents.

First Aid to the injured is recognized as being closely allied with Safety First. Proper attention to injuries given as soon as possible after they are received not only alleviates the pain of the wound but in very many cases prevents it from becoming aggravated, as in the case of serious blood poisoning, resulting from a slight scratch which was not properly taken care of at first. The Shipyards have a model First Aid room, modern and complete in every detail. In charge of this room there are two graduate nurses, and for a portion of each day the company's doctor is in attendance. The men are urged by every possible means to go to this dressing station with every injury, no matter how slight, for the reasons referred to above. During the past winter a class in First Aid to the injured was carried on among the employees and fifteen certificates have been awarded by the St. John Ambulance Association to members of this class successfully passing the examinations. St. John Ambulance certificate holders are competent to render first aid and are a valuable acquisition to any plant.

It is gratifying to those interested to know that good results are being obtained as a result of the Safety First and Accident Prevention work. For the first six months of this year the number of accidents occurring per month is 38.7%less than the number per month for the last eight months of 1920. The days lost per month on account of accidents have been reduced 47.3%, in the same period. The eight month period is given for last year for the reason that accurate figures are not available for the entire year. It is evident that that number of accidents has been reduced 38.7% and their severity 47.3%. Of course these figures are based on a unit or standard working force, and therefore are absolute in their meaning. These reductions have without any doubt been entirely brought about by the efforts of the Safety Committee, the bulletin service, mechanical guarding, and to the general educational campaigns.

The Safety activities of this firm which have been here briefly outlined are a result of the efforts of the Nova Scotia Accident Prevention Association, the chief object of that association being to promote industrial safety throughout the province. J. E. McLurg, the General Manager of the Shipyards, is also President of the Accident Prevention Association, and he unhesitatingly affirms that the time, energy and money spent in accident prevention and first aid work is not only well spent from a humanitarian point of view but is as well a sound business investment, with a high rate of return and that production without safety is inefficient. Accident Prevention is absolutely an essential part of the industrial program.

Confidence and Co-operation Needed to Enable Canada to Meet its Problems*

By HORACE J. GAGNÉ, K.C.
President, National Council for Canadian Unity

HAD man's chief concern been limited to procuring the essentials of his sustenance:—food, clothing and shelter, he would likely not have gone very much farther, on the road of co-operation, than ants, bees and other animals and his relations with his fellow men would have been rather elementary.

But the nature of his soul and mind, directed him to a closer intercourse, because irresistibly, from his first moment, he was pressed towards the ever widening knowledge of the universe, and eager to enjoy those things of creation, which, though not essential to his physical existence, are those sustaining his intellectual and moral life and hence, a closer co-operation, with his fellowmen.

It would be interesting, as an illustration of the accuracy of this statement, to follow the slow, and oftentimes painful evolution of mankind towards civilization and progress, as it would show us the gradual building up of this delicate and complex mechanism, whose proper working depends on the relation, and interdependence, the synchronized action of each class, each activity, each mentality, influened by exterior causes, and representing a lever, a wheel, a spring, a cog and a force of this machinery.

But as this would be neither practical nor pertinent, we might simply sum up the result of this study and these observations, in the statement that it is through this co-operation and interrelation, that humanity has gathered its assets of many centuries, forming its civilization.

The Increase of Knowledge

The teachings of the old masters, giving to others the fruit of their observations, has increased to the present sum, our intellectual and scientific knowledge.

But if man is the chief agent of his own civilization, he is at the same time the chief factor in its destruction.

And the history of the world teaches us that when civilizations became too compex, the chances for faulty co-operation, or the improper working of the mechanism of society became greater and the lack of balance, of one of its constitutive elements, the clogging of one of its movements, produced perturbations translated in modifications in the social order, which brought about, when not properly overcome by the stabliizing forces of reaction, serious revolutions, and the disappearance, at a given point of civilization itself.

There are men believing to-day that our society has now reached a degree of such complexity, that our social mechanism is losing its balance and that our century will witness the wreck of modern civilization.

Some attribute this to the great war, which, to their mind caused such a state of unrest that the divers social classes are not working any more in harmony and their action in the social mechanism spells disaster.

Our minds may be inadequate to grasp the full extent and the exact significance of the deep changes which our society is undergoing, and it may be that time only will enable the coming generation to properly analize them; but surely this one thing we all agree upon:—whatever changes are coming, let us all co-operate more closely together during this dangerous period, if we do not want to be wrecked completely.

Past experience shows that, like the sun always shining somewhere, our civilization may change its abode but will not disappear from the face of the earth.

Some forecast the gradual spreading of disorder and ensuing ignorance, in the old countries due to the social and economic conditions existing there, as a result of the antagonism of classes and races.

Cause of World's Unrest

Sir Auckland Geddes, speaking last year before the Canadian Bar at Ottawa, and reviewing the causes of the world's unrest, attributed it, in great part, in certain countries, to the industrialization of these countries, and rightly stated that, instead of being due to the war, the war was but one of its effects brought about by secondary causes, as immediate factors.

Truly during the last century, the intense development of industry, intent upon quantity production and wide destribution as a result of the race for money, has caused the workingman to be considered as a mere piece of machinery, and, his genius, craft, personal qualities productive of so many masterpieces, and the subject of his pride and ambition, were rather ignored and in reaction, the workingman organized into unions taking the place of the corporations of the middle ages.

And although, in the old world, a revolution is slowly taking place; although to the south of us, in this intense growth of industrialism has created the same problems, we must say that in Canada, a young country, in the first stage of its formation, these conditionns do not obtain.

We are influenced more than we should be on account of international labor organization by the conditions effecting the American people, but which should not affect us, as well as by its literature, theatricals and movies.

And they, in turn, seem to have taken more as a fancy than the result of circumstances, from the European proletariat.

Looking over an old issue of the Saturday Evening Post of January 7th, 1920, commenting upon the situation, I was interested to read that for a regular revolution, the American people was terribly handicapped by its prosperous proletariat, more inclined to oppress, than to be ground down.

Yet, as it was the only kind of proletariat to be had, they had to make the best of it and fake up a lot to keep up the appearance of being abused.

There is no doubt that many Americans rightly complained that big business men were willing to jeopardize their national safety and the integrity of their institutions to pile up dollars that will depreciate like the Russian ruble if they were permitted to continue their practice, and that some of their labor leaders were willing to divide and degrade the country into classes in the name of the brotherhood of man in order that they might prosper and rule. But really their grievance was less against the form of government than against the politicians who selected and ran the men, who in turn ran the government.

There are in Canada two great main divisions of the people:—

The farmers, conncerned in the production of foodstuffs and other natural products and the manufacturers, turning our raw materials into the finished article which contributes to the increased production and the progress of the community; the workingman is the true manufacturer and his interests, and those of the man who organizes him and directs him, are and should remain identical. To these are attached the carriers and distributors of the products of both.

Truly we have had some revindications on the part of labor, but, here as in the United States, let us admit that labor is rather prosperous, and, that the workingman has much to be thankful for if he compares his task, his pay, and his general situation with that of his European brother, and the case of the workingman to-day is one to be settled quicker by co-operation and understanding than by independant action.

The Farmers' Complaint

As to the farmer, he has in certain parts bitterly complained and he is still doing so, that the big interests have gradually organized and controlled the legislature and the parliament; that they are legislating and lobbying for their exclusive benefits; and that nothing is to be gained for the farmer, unless he, in turn controls the government to legislate for his exclusive benefit.

I don't believe that the big interests, as we call the manufacturing and financial classes, would willingly jeopardize their own markets, on one hand, or that the farmer would himself destroy his, by a legislation, or a demeanor which would cause the factories to close down, and the working classes to desert the chimneys, and their surrounding homes. Some of our leading institutions, as an example of that state of mutual confidence between employer and employee have interested as shareholders, all their older hands in their organizations. It is through a happy coincidence, that Mr. Fortier, your president for this province, happens to be directing several organizations which have applied this principle. I am satisfied that as a general result these have so rapidly forged

*An address delivered at Third Session of annual meeting of Canadian Manufacturers' Association, Quebec, June 8, 1921

ahead that they stand second to none in Canada in efficiency and success.

Although dispensing some of the essentials of life, the farmer is not willing to play Robinson Crusoe and do away, with his time and labor saving implements and tools, or forego the privilege of his fine clothes, his Ford or his gramophone, not counting his daily paper.

Profit by Experience

We translate our activities in these matters in political action, and we count upon the politician to settle these problems.

But questions cannot be settled by legislation alone, and you cannot make people good and obedient that way.

The law should not be a brutal order, but rather reflect the desires and opinion of the people, and no law is of any avail, unless it is backed up by public support.

Yet, if part of our problems are discussed by our politicians, and if our legislation is to be the mirror of our mentality and our morals, it is essential that all classes participate in the expression of the people's wishes, and in the forming of the statutes which are to determine them.

If we are to be wise, we shall profit by the experience of others and avoid their difficulties.

Fortunate as we are in belonging to a young and rich country, in which time has not established these clear cut social and class distinctions, a duty nevertheless devolves upon us to prevent here, the disturbances which are taking place elsewhere, and to be masters of our days in order to safely sail through the tormented period without going on the rocks.

For this we need one another, we must co-operate, and to this end, we must have confidence in one another.

It was through the principle of understanding and co-operation that the fathers of this confederation established the basis on which each one of us would under the same government, contribute to the aims common to all and the joining in of our divers mentalities, qualities and ideals, all directed towards the forming of a great heritage for those coming after us, constituted a source of wealth not to be found elsewhere and which will mean much, if we do not jeopardize it by our squabbles and misunderstandings.

Speaking from observation more particularly of the matters affecting you gentlemen, I may safely say, that as far as this province goes, your rights and your interests are not in danger, and although this province is one of agriculture; yet it will be the last in which class movements will occurr to cripple our ever inreasing industries.

A Great Moral Force

It is but jst to recognize that there is a great moral force behind the spirit of our people; that moral force has been inculcated in him by his clergy and his leaders; that moral force is a deep sentiment of justice to every one, and of our duty to assist one another.

As a body you have had much influence in framing the policy of this country; that the general fiscal policy of the country has been good for the people generally is to your credit.

I feel that this province is behind you in the protection of our industry, which is not yet beginning to adequately supply the demand, as long as you put in practice the words of your president and your Made-in-Canada campaign is but the translation of the word "Co-Operation."

But we require one thing: Our people have been accustomed to trust its leaders and our leaders have generally been faithful to their trust.

We want as leaders of this Dominion men who have not bertayed their trust, and men in whom we have confidence.

The extent of our co-operation depends on this, for, on the principles we seem to agree.

The old political parties seem to stand for practically the same thing, regarding our fiscal policy; the differences are differences of details; but these call for the best business brains and practice of the country.

Our people in Quebec, and I hope elsewhere, stand on middle ground, demanding the application of common sense: a quality which grows from experience, which makes willing to try anything that sounds plausible once and to shy away from it if it has failed conclusively. Thus we look upon government ownership, socialism and communism, which is not the co-operation that it claims to stand for, but which cuts at its basis—initiative—and affects the liberty of every one.

You have conferred upon this province and this people an honor by coming here; you have been thanked for it by our accredited representatives.

Let me, as one who has persistently attempted to create more logical and better relations between the divers elements of this country, point out to you that much can be gained by both sides from an unprejudiced and open minded study of our people, its fervor in maintaining its prerogatives and customs, its mentality and its traditions.

The Greatest Asset

By WILFRED G. ASTLE
Secretary-Treasurer, Canadian Tools Limited, Bridgeburg, Ont.

WHAT is the greatest asset of a successful business? Is it a thing that appears in the inventories, or can it be shown on the balance sheet? No, it is something, to me at least, more valuable than that—more valuable than lands, mines, railways, mills, bonds, or bank credits. The greatest asset to any business is a body of genuine loyal employees.

It is mighty hard to find a word into which more ethical principle can be compressed than "loyalty." There is no department of life where genuine loyalty is more than in every day business life, and especially business that caters to the public. Don't you think it is highly essential that the spirit of loyalty be maintained in every business organization?

This spirit of loyalty is the greatest thing in the world, for it is the unifying force back of all organizations of human beings, from the smallest to the greatest, and leads right up to the throne of God. It is literally the very backbone of any business organization. The employer is dependent upon the loyalty of his employees, otherwise he will not reach the greatest success, and employees must have the loyalty of their employers in order to attain the greatest success in their work.

Do you think that loyalty is only an abstract quality useful merely as a subject for a lecture platform or the pulpit? If you think so, then closely observe the commercial deelpoment of the Japanese Empire. You will find it beneficial. Like the Japanese, we must in order to grow and prosper, give loyal service to our customers, such service as will in turn win the loyalty of the customers to the firm. Wealth can do a great many things, but it cannot buy loyalty. Only square dealing can win the confidence and loyalty of the buying public. It is the only thing that can transform the day laborer into a devoted soldier in the army of industry.

Loyal service must rest upon a foundation of mutual confidence and fairness between buyers and sellers, as well as between employer and employee. The Japanese loyalty to their own racial interests and ideals is paramount both in a military and commercial sense. It is something you will find in their counting-rooms, factories, and offcies, and it reflects itself in the ingenuity and endless persistence of their salesmanship which in Australia and other foreign markets, is running all other countries a very close race for business.

Loyalty implies that the individual has a freedom of his own, he is no slave driven by the taskmaster's whip, and yet voluntarily and completely he devotes himself to a cause higher than himself, though it may include himself. As an individual he finds himself a member of some great business concern. It may be in the capacity of investor, manager, or workman. It may be true that there are faults in the present industrial system, which needs to be set right, and he should use his influence in every legitimate way in this dircetion, but this is no reason why he should throw the monkey-wrench into the machinery and dislocate the whole works.

There can be no truly successful industry without a spirit of mutual loyalty between all those bound together in a common work. This is why it is so necessary to extend the principle of co-operation and partnership so as to deepen the sense of responsiblity for the rendering of faithful and efficient work. Above the din of machinery should be heard the voice of conscience: Be loyal.

Made-in-B. C. Caravan

An auto caravan conveying exhibits of Made-in-British Columbia goods and accompanied by advocates of the Made-in-B. C. gospel will tour Vancouver Island next month, according to the plans of the campaign committee. The party will include a number of speakers who will address gatherings at each point, while miniature exhibitions will be staged at each place. Leaving Vancouver, the tourists will visit Victoria, where they will be joined by a number of Vancouver Island manufacturers. Then such points as Duncan, Ladysmith, Nanaimo, Port Alberni, Cumberland and Courtenay will be visited in turn.

The Canadian Tobacco Industry and Some of the Problems it is facing*

By JOSEPH PICARD
Rock City Tobacco Co., Limited, Quebec

TWENTY-FIVE years ago practically all the tobacco used in Canada was foreign-grown, imported either in the leaf or manufactured form. At that time, the production of raw tobacco in this country was very small. But in 1897, in addition to the excise stamp tax in effect at that time, the Government imposed a tariff duty of ten cents per pound on imported leaf. Under the encouragement this afforded, the amount of Canadian raw leaf taken for use in tobacco and cigar manufacturing plants in the Dominion increased from 551 684 pounds in 1896 to 5,572,687 pounds in 1908, while the amount of foreign raw leaf taken for use in the same factories advanced only from 10 773,-741 pounds in 1896 to about 15,000,000 pounds in 1908. In that year, the import duty on foreign leaf was increased from 10 to 28 cents per pound, with the result that the amount of Canadian tobacco taken for use in the Canadian tobacco and cigar manufacturing plants still further increased from 5,572,687 pounds to 10,848,385 pounds for 1914; while the consumption of foreign leaf increased only from 15,000 000 pounds to 18,775,803 pounds in 1914. In 1918 the duty on foreign leaf was still further advanced to 40 cents per pound.

Production Increased

Under the stimulus given to the Canadian tobacco growers by this protective tarrif, production has increased tremendously. From practically nothing 25 years ago, the production for all Canada amounted to about thirty million pounds in 1920.

As a result of the protection given to the Canadian tobacco grower, he has been receiving approximately 10 cents per pound more for his product than the grower in the Southern States gets for tobacco of similar quality, and in 1919 the value of the Canadian tobacco crop reach $9 000,000. The tariff has increased Canadian production and the larger supply this year, as we will see in the following lines, will likely bring down the price of the Canadian leaf practically to a level with that in the world market. Under these conditions, the Canadian tobacco should be getting their supply at as low prices as would be possible under free trade, and the country would be relieved of the necessity and cost of importing its supply of tobacco. The tariff on raw leaf has secured these advantages and the continuance of that tariff bacco grower the greatest possible advantage is now necessary to give the Canadian to-in the Canadian market.

Estimates for 1920 place the production of tobacco in Essex and adjacent counties in Ontario at between 19.000 000 and 20 000.000 pounds, with between 1,500.000 to 2 000.000 pounds of tobacco of the Virginia type. The production in the Province of Quebec is estimated that year (1920) at about 12,000 000 pounds, all of the cigar type.

*Address delivered before Fiftieth Annual Meeting of Canadian Manufacturers' Association, Quebec, June 9, 1921.

But the Canadian tobacco crop in 1919 was in excess of the requirements of the Canadian market and this year again there has been a large overproduction.

You will recall that a joint deputation of the Ontario and Quebec tobacco growers lately met the officers of the Department of Agriculture at Ottawa to impress upon them the fact that growers were embarrassed by a considerable overproduction and to ask the Government to foster a movement of exports towards Europe. The farmers referred to a recent act of the Imperial Government protecting colonial tobaccos and that of the Dominion by a 32-cents-a-pound preference. They expressed the opinion that such an advantage should make it easy to get a favorable market in England, but that they, the farmers, were not in a measure presently to market their production there.

The government promised their help, inasfar as a Government can help in such circumstances, and to that effect named a commission among the experts of their Tobacco Service, who were sent to Europe to study the possiblities of the European markets and invite the oversea importers to purchase their needs in Canada. The Commission's report has been published. It shows that white Burley, which is Ontario's principal product, has not yet been popularized in Europe and that there is little demand for this variety.

There is also grown in Ontario a type of Virginia called Warne, which is a newborn variety but it is assured a fair market in Canada and in Europe as soon as it has reached a little further improvement in quality, which it is wonderfully developing. This variety is to-day cultivated in insufficient quantity for the local market. As it has been given a fair trial by our growers in late years only, it has not yet had a chance to make good in large enough quantities to warrant more of your attention here.

Some other varieties are also grown in Ontario but in such negligible quantities that we will ignore them also for the present.

It is the overproduction of Burley that perplexes the Ontario growers. Burley is not grown in other provinces.

Production Exceeds Consumption

In Ontario the crop of Burley for 1919 was more than fifteen million pounds and for 1920 over twenty million pounds, while the annual consumption of this variety in the whole of the country is probably less than ten million pounds.

Quebec also suffers with overproduction, but this Province grows varieties known as "Cigar Leaf." The Quebec consumer fares well with this product as a pipe-tobacco and the cigar industry absorbs a few million pounds annually. Some export to Europe gives hope that an interesting market is there for our best growth in England.

It should be also noted that the consumption in Quebec is mostly of its own grown tobacco and, therefore, there is nothing alarming here for the future of this branch of agriculture. It is Ontario with its overproduction of Burley that has all the tribulations at this time.

By referring to the statistics issued by the Department of Agriculture, I find that the annual consumption of tobacco in Canada is 35,000,000 pounds. The annual production of all varieties for the last two years, 1919 and 1920, is 20 and 30 million pounds respectively. It appears, as though there was no overproduction but unfortunately we import twenty million pounds annualy and the Canadian growers' market is limited to fifteen million pounds only, and that in spite of a duty of 40 cents a pound on imported leaf.

I imagine that the Minister of Agriculture when he met the delegation of farmers must have remarked: "Although Canadian tobacco is favored here by a protection of 40 cents a pound, your product enters but for 3-7 of local consumption, while imported tobacco gets 4-7. You told me that you thought a protection of 32 cents in England would favour Canadian tobacco. How can you have such hope when 40 cents does not deter your own market from foreign products? Do you forget that your product with its reputation of inferiority here would meet in Europe universal competition?"

Foreign Products Used

What should one think of the merits of Canadian tobacco considering the persistance of Canadian smokers to use foreign products? Should we assume that our tobacco is inferior in quality to the products of countries now supplying our market? If we analyze the movement of consumption in Canada, this is what we find.

The Maritime Provinces absorb 64% of domestic tobaccos and 36% of imported. It is Ontario Burley that is preferred there. If our tobacco is of an inferior quality, our friends of the Maritime give themselves a very paltry certificate of refinement of taste. As to Quebec, we all know that she flatters herself as being Canadian through and through and she would not miss the occasion of giving the tone in the consumption of tobacco. Of the total used here, 80% is domestic and 20% only is foreign. Should one think that the consumer in Quebec also lacks refinement of taste? In Ontario, of the total consumption of that Province, domestic tobacco enters but for 22% and imported 78%. West of the Lakes, domestic tobacco enters for 14 per cent. and foreign for 86 per cent. At a glance, Quebec and the Maritimes give their preference to Canadian tobacco for 72 per cent. as against 28 per cent. of imported, while Ontario and the West prefer imported tobaccos, 82 per cent. against 18 per cent. It is mostly the product of our Southern neighbor that pleases our friends West of Quebec.

What conclusion should one draw of the contrast in the consumption of tobacco in

Canada; that our product is inferior and that consumers East of Ontario are not aware of it yet? Is it not evident that the difference in quality, the character and virtue of the product of our plantations is not what constitutes our dislike to use it in preference to others? Does it not strike you that the development of the agricultural and manufacturing industry of Canadian tobacco is all a problem of education of the taste? It seems that this theory is applicable particularly to the White Burley of Ontario which should be forced into consumption to displace the use of imported Virginia tobacco.

Popularizing Burley

Canadian manufacturers could follow in this, the policy of the United States manufacturers whose publicity campaign to popularize American Burley we all remember. A few of their brands come to my mind presently such as Velvet, Prince Albert, Tuxedo, Lucky Strike, etc., to mention but a few of the most popular ones.

Unfortunately for our Canadian product., the action of the Canadian manufacturers is manifestly to the contrary. The struggle of the predominant interests to acquire a preponderance works to the benefit of imported tobaccos, and the discrimination in their marketing campaigns in the last few years tends to increase the use of foreign tobaccos, detrimentally to Canadian.

There is also another factor that I want to mention here which embarrasses the Canadian grower and the manufacturer of his product.

In 1918, law provided that an excise tax of 5 cents per pound be collected on all sales of Canadian raw leaf tobacco. Licensed tobacco factories were already required to pay an excise tax of 20 cents per pound on all tobaccos marketed by them and it appears to have been the intention that the additional tax of 5 cents per pound should not be collected on tobacco sold by the farmers to such factories.

The law, however, was framed in such a way as to impose such taxation, with the result that the Canadian tobacco manufacturer has to pay one excise duty of 5 cents per pound on unstemmed leaf, which is equivalent to an excise duty of about 7½ cents per pound on stemmed leaf, and in addition another excise duty, of 20 cents per pound on manufactured tobaccos. On tobacco manufactured from the imported leaf, however, he has only to pay a single excise duty of 20 cents per pound. The effect of the law is to impose higher excise taxation on taboccos manufactured from Canadian leaf than on tobacco manufactured from foreign leaf, and in this way the net protection to the Canadian tobacco growers has been reduced.

Canadian Consumption

The consumption of tobacco in Canada, at the present time is approximately 35,000,000 pounds per year and the proportion of Canadian tobacco consumed in this country has been gradually increasing until to-day it amounts to not far from one half of the total. This is healthy growth and we are interested in seeing that it is kept in as healthy a condition, and that adequate protection is provided. It must be admitted that for a time there was a distinct preference on the part of many tobacco manufacturers for imported tobaccos, rather than for domestic leaf, but this prejudice is now disappearing. Taste and habit are important factors as explained above, and have to be developed.

I have no specific authority to speak for other Canadian tobacco manufacturers but I am satisfied that if the Government will permit the growers to sell Canadian leaf to the factories free of the 5-cents-per-pound-duty, in view of the excise tax already levied on the manufactured tobacco, thus restoring the net protection to the Canadian tobacco growers that obtained prior to 1918, such action would encourage still further the use of the Canadian leaf instead of the imported product.

Canadian farmers are allowed tobacco free from excise taxation, in quantities sufficient for their own consumption. I do not criticize the action of the Government in allowing Canadian farmers their own supply free from taxation, but in fairness to Canadian tobacco factories,—which in 1918 number 124, with a capital investment of $26,284,709, and provided employment for almost 8,000 people,—I think that when tobacco is sold by the growers direct to the consumers for use in the raw state, an excise tax equivalent to the excise tax now payable by Canadian manufacturers should be imposed.

At the present time the consumption in Canada of that raw leaf exceeds five million pounds yearly, and is showing a tendency to increase rapidly. Quebec is the only Province in which tobacco is consumed raw to a large extent and, as a result of the discrimination against the licensed tobacco factories under the Dominion excise laws, the Canadian tobacco manufactures are depried of a market for 60% of the entir econsumption of this province.

In conclusion, I wish to emphasize the fact that the worst feature of our tobacco difficulties is a Burley marketing proposition and that an effort should be made to induce the users of tobacco to give this variety their preference over imported Virginia; that so far we have been able to get almost one-half of the entire consumption to favour domestic tobacco and that our legislators should so adjust the excise laws to favour domestic leaf, creating thereby the impression with the manufacturers that in future their action should tend to increase the consumption of our domestic weed.

Discussion of Address

Following the delivery of the foregoing address by Mr. Picard, the chairman said,—"Gentlemen, I think you will agree with me that this very important and studious address on the question of tobacco only illustrates if we needed illustration, the necessity of a Tariff Commission sitting day in and day out to study our problems in the various lines of trade. The men engaged in it do know the difficulties. The only point that Mr. Picard did not make clear to me was that, if we did become smokers of Canadian tobacco, is it as good as Virginia?" (Laughter.)

MR. PICARD: "You bet it is."

MR. ANTHES: (Toronto) "There is one question I would like to ask Mr. Picard through you, Mr. Chairman and that is how is the Canadian smoker to know he is buying Canadian tobaccos. In Ontario we have had the high wine test and we are now reduced to 2 per cent. beer and we are quite willing to go to a stronger smoke."

Concealing the Brand

MR. PICARD: "Well, I will tell you. For the last ten years the policy of the manufacturers has been not to have the consumer detect the brand contained in Canadian tobacco because the reputation of Canadian tobacco was not altogether right with the consumer, and we have been able to increase the consumption of tobacco by the consumer not knowing that it was Canadian. (Laughter.) In parts of the country I would not go and tell them that it contains an ounce of Canadian tobacco because, if I did, I would lose my trade. That is where we are with prejudice on most of our goods, and more especially on tobacco. How it is that the Maritime Provinces are the only market almost for Ontario Burley? Why do they consume Ontario Burley there and they won't use it in Ontario? It is all a question of the education of the taste. If you take Burley instead of Virginia and use it for a month, you won't go back to Virginia again after that. If you would like to make an experiment take Burley tobacco and smoke it for a month, even although you don't like it, and if after you have smoked it for a month you go back to Virginia, well, I will give you your provision of Virginia until you die. The best way would be to take the ordinary tobacco you smoke, the one you like the best, get a good brand of Burley tobacco and mix it half and half or a little less and than use it that way for a month and increase it and increase it for a couple of months, and if you come back to Virginian you will be different from everybody else. Virginia tobacco is not at all a good brand of tobacco. It has lots of defects, that if you knew, you wouldn't use it."

W. S. Campbell, Montreal, suggested that it was because of the reading of American magazines, with their advertisements of American products, that the American tobacco got the preference in Ontario and the West.

J. P. Murray, Toronto, thought the tobacco men should take advantage of the Canadian National Exhibition to demonstrate the merits of their products to the people.

British Industries Fair, 1921

The next British Industries Fair will be held in London and Birmingham, between 27th February and 10th March, 1922.

The British Industries Fair is open to manufacturers in all parts of the British Empire and buyers from all over the world are attracted. It affords an excellent medium for bringing manufacturers in direct contact with buyers, as only bona fide manufacturers are permitted to exhibit and buyers are admitted to these fairs by invitations only. The general public are not admitted.

Full details regarding the fairs can be obtained from H. M. Trade Commissioners at 248 St. James Street, Montreal, 260 Confederation Life Building, Toronto, or 610 Electric Railway Chambers, Winnipeg.

A Review of Business Conditions in Canada, the United States and Other Countries

ILLUMINATING EXTRACTS FROM VARIOUS SOURCES

WRITERS on economics are striving to find whatever favorable influences they can in the rather confused situation now facing the commercial world. That such influences exist and are at work is obvious, though it is perhaps difficult to realize tht they are slowly but surely swinging the world's business back towards a more normal condition. In Canada, the outlook is largely dependent on the result of the harvest,—a result which is still somewhat in doubt. In the United States, according to the reports quoted, these are real signs of improvement, with credit becoming appreciably easier. In Europe progress towards a settlement of existing difficulties is becoming more marked. These are the salient features of the following excerpts from recent commercial bulletins and reviews.

The accompanying material is taken from a number of sources which may be regarded as authoritative. Thy include the monthly letters or bulletins of banks and the pages of well-known business and financial publications. When thus assembled and compared, it will be found that they supply a very fair idea of existing conditions throughout the world and furnish as accurate a key as possible to the future.

—The Editor.

Slow Adjustment in Foreign Countries Contributes to Maintain Depression

That an early change from the existing state of depression cannot be expected, is the view of the Canadian Bank of Commerce as set forth in its Monthly Commercial Letter for August. This opinion it bases on the slow, though sure, pace at which an adjustment is taking place in other countries. It goes on to say:—

"The most noticeable tendency, so far as foreign trade is concerned, is the almost universal determination to seek prosperity and solency by maintaining restrictions upon imports. European countries, with the exception of the United Kingdom, show no signs of relaxing the stringent regulations already in force, and a similar attitude is manifested on this continent. The United States has under consideration a revision of the tariff which will include the provisions of the temporary measure now in force, and will affect a wider list of articles in which Canadian exporters are interested.

"A further hindrance to trade is to be found in the state of foreign exchanges, as for example in Brazil, where the fall in the value of the milreis has resulted in a widespread refusal to accept shipments from abroad. At one time as many as forty-eight vessels were reported to be in the harbour of Rio de Janeiro, unable to discharge their cargoes because every available cubic foot of warehouse space was occupied, and the importers of the goods had neither the power nor the desire, at prevailing prices, to take delivery. Similar conditions existed in Buenos Aires, where it was estimated that North American merchandise to the value of $20,000 000 lay in the customs warehouses. The congestion during the first half of the year in Brazilian ports is attributed to the liberal placing of orders in December, 1920, when the milreis was valued at 18d., as compared with 8 in May of this year. The measures adopted to relieve these conditions were not designed so as to maintain the credit of the country as a whole but for the temporary benefit of certain sections of the community.

"Canada is fortunate in having so large a proportion of her exportable surplus in the form of essential foods, for which the demand will be stimulated by the revival of industrial activity in those countries which prohibit, either absolutely or by tariff, the importation of manufactured articles. The tariff imposed by the United States against so many Canadian food products will merely divert the latter to other markets. Germany and other important European consumers are seeking credits for the purchase not only of foodstuffs but of raw materials. They must have both in steadily increasing quantities, as their people become more regularly employed in executing orders obtained by underbidding competitors. On the basis of the current scale of wages in Germany and on this continent, and at the present rate of exchange, the equivalent of labour costing $40 in Canada or the United States costs in Germany only $5. Such disparity in labour costs can only mean that the outlook for export trade in those articles of domestic manufacture in the cost of which labour is the main item is not encouraging. This phase of the inevitable adjustment is, however, of a passing character, for as industries revive in continental Europe, the needs of its population will expand. Moreover, as the basis of all trade is an exchange of commodities, these nations will sooner or later have to accept the products of other countries in order to dispose of their own manufactured articles. The economic law concerned will continue to govern, despite the superabundance of tariffs and restrictions."

Regarding business conditions in Canada, the *Monthly Commercial Letter* has this to say:—

"No important changes has occurred in the general industrial situation during July. While in some districts factories closed, in others greater activity was reported, but on the whole fewer hands were employed than at the same period a year ago. Orders from retailers continue to be of a hand-to-mouth character and consumers are displaying similar caution. The severe decline in prices of agricultural products has resulted in a diminished volume of purchases by farmers who are not adding to their plant by way of new implements or buildings, but are pursuing the same cautious policy in this respect as in the case of personal requirements. Prices of agricultural products now average 37 per cent. in excess of the prices of 1914, whereas prices of many of the requirements of the farmers still remain 100 per cent. in excess of the everage of 1914. Under such conditions it cannot be expected that the farmers will be liberal purchasers nor are they likely to be until there is a general readjustment of prices. The most hopeful feature of the situation is the outlook in the prairie provinces for a yield of wheat which may reach between 250 and 260 million bushels."

Larger Volume of Credit now Available than Business Requires

That the period of insufficient credit has passed and that there is now available a volume of credit larger than present business requires are the salient points of the August review of the business situation by the *Commerce Monthy* of the National Bank of Commerce, New York. The review reads as follows:—

"The United States is practically through the period of violent business disturbance which began in May, 1920. We will from time to time have visible evidences of the distressing conditions through which the country has been passing, but these occurrences should be regarded not as indices to forward conditions but as relating to the past. The changes which have taken place have not as yet been recognized by the business public for two main reasons. The period of normal midsummer dullness now at hand has obscured the certain evidences of improvement and there has been lacking a thorough comprehension of credit conditions.

"Failure to recognize the passing of the period of insufficient credit has resulted from lack of recognition of the fact that for a long time the credit shortage has been apparent rather than real and due in large part to the unsatisfactory character of some of the risks offered. There is now no bank credit available for operations designed to hold prices at fictitious levels. Orderly organized marketing, if fair, succeeds, but attempts to hold prices above the levels determined by international supply and demand are certain eventually to fail. American business and government alike have thus far kept clear of entanglements of this character, but even so, American business cannot avoid their indirect effects. Valorization schemes providing for indefinite holding for arbitrary prices of such commodities as wool, silk, coffee, sisal and sugar, if successful, would involve the purchase by American consumers of raw materials at levels likely to involve ultimate loss, and as long as these plans contemplate the maintenance of an artificial price they cannot be disregarded in consideration of credit risks.

"Some businesses have found difficulty in getting what they have felt to be a fair line of credit. This has been because of a desire to operate on a basis of inventories of raw materials and goods not yet written down or because in these instances heavy investments have been made in plant and equipment at inflated prices. In such cases they are not yet willing to admit that they will have to take their losses and adjust their operations to make profits on real values only.

"Although occasional failure to secure desired credit accommodations has served to keep alive the impression that there is a shortage of bank credit, the truth is that there is

now available a volume of credit larger than present business requires. The main requisite for a return toward normal conditions is the will to try for business on a level where it can be had. The period of general liquidation of the raw material markets of the United States has passed. Recent declines are due to condtions of supply and demand in specific lines. This is a normal condition. Wholesale prices of many classes of manufactures have been fully deflated. This is not true in all lines, but recent cuts in the price of steel and widespread reductions in wages indicate that adjustment in wholesale prices will not be long delayed. Retail prices show wide irregularities, and high-cost stocks have been largely disposed of. Price stabilization is, therefore, not far ahead.

"At the present time the outlook for forward business is largely dominated by agricultural prospects. While continued dry weather may cut down recent favorable crop estimates, only most unusual conditions could prevent the farmers of the grain-growing states from realizing fair returns on their year's labor. The estimate of June 25 was for a cotton crop of only 8,433,000 bales, but a short cotton crop will make it possible to market the previously accumulated surplus. There is every evidence that the farmers, who constitute one-half of the population of the country, will be in a position to purchase, although they will unquestionably buy conservatively and very properly only at price levels in keeping with the prices which they receive for their crops. Conservative purchase on the part of even one-half of the buying public are certain to be felt by every industry in the country. It seems a safe conclusion that business improvement is already starting, and that this will be generally realized in the course of a few weeks."

Bases for Renewed Business Activity are being Strengthened

A generally hopeful view of the outlook is taken by *The Guaranty Survey*, the monthly publication of the Guaranty Trust Company, New York, which declares that, while there is no reason to expect a period of business activity comparable in intensity to that which ended in 1920, "the bases for renewed business activity are being progressively strengthened and expanded."

"Accumulated stocks of goods are being depleted by current consumption. Retail transactions, as reported by representative establishments, continue to disclose a volume of turnover approximately equaling, and in many cases surpassing, that of a year ago. The immediate effect is a reduction in stocks of goods carried over from the period when rising prices induced an excessive accumulation in the hands of distributors. In general, merchants have pursued a policy of hand-to-mouth buying recently, preferring, owing principally to uncertainity regarding the future of prices, to refrain from the customary purchase of a season's requirements months in advance. The reflection of this policy is seen in the absence or shortage of orders placed with primary and intermediate producers. Meanwhile, the absorption by consumers of the carry-over stocks is providing a necessary basis for renewed production.

"In some cases, increased willingness on the part of distributers to make commitments for future delivery is reported. But the other practice, purchasing for spot delivery, has not yet been generally supplanted. It is quite clear that the hestitancy of distributers in placing advance orders is based upon the expectation that prices will recede further.

"The slackened rate of decline in general wholesale prices in recent weeks and the increases in some prices, such, for example, as those reflected in the up turn in Bradstreet's index for July as compared with that for June—the first increase in this index since May, 1920—has encouraged the belief, expressed in many quarters, that relative stabiliation of prices is about to be effected. This expectation may prove premature, but there can be no doubt that one result of such confidence in the future of prices is a strengthening of the factors tending to effect the looked-for halt in their recession.

"The readjustment of production costs has been retarded by the fact that wages have declined less rapidly than wholesale prices. The lagging of wage revisions is characteristic of periods of falling prices. It is occasioned in some part by the corresponding failure of retail prices promptly to follow wholesale prices in the downward revision. The persistence of high costs of living prevents a more prompt readjustment of wage scales. Nevertheless, wages are declining and, generally speaking, the revision has been effected without extraordinary resistance on the part of the workers.

"The evident that recently retail prices have declined more rapidly than wholesale, points to the probability that the completion of the necessary wage readjustments will be hastened, with consequent encouragement to production.

"The increased activity in a number of industries, in some case haing been sustained for several months, has inspired in large part the greater confidence now being expressed in the general business outlook. The irregularity of industrial readjustment, with some branches of production experiencing revival of activity while others become more depressed, is exemplified in the reports of the Bureau of Labor Statistics on employment. The report for June, for example, shows a decline for the month of 2.9 per cent. in the number of employees engaged by 1,428 representative firms. In a number of these establishments, however, an increase was recorded. This applies as a whole to establishments producing food and kindred products, textiles, leather and its finished products, liquors and beverages, stone, clay, and glass products, and tobacco.

"Perhaps the most nearly uniform increase in the volume of output has been in the textile industry. Throughout nearly the entire first half of 1921 there has been a gain in the output of the cotton, wool and silk industries each successive month. In some districts night forces of cotton mill operatives are now employed. Production in the cotton and wool industries is now about 75 or 80 per cent. of maximum capacity, while at the beginning of the year output represented only about 50 per cent. of capacity.

"Sales of automobiles at retail throughout the country in June exceeded those of any previous month this year. Except in the Metropolitan and Chicago districts, the Northwest and some sections of the South, it is reported that sales for the first two weeks of July exceeded those for the corresponding period in June, which is an unusual condition. It is apparent that the general reductions in prices are stimulating sales.

"According to data compiled by the National Automobile Chamber of Commerce, representing 75 per cent. of the passenger car manufacturers, production by these companies for the second quarter of 1921 was equal to 61 per cent. of the output for the corresponding period in 1920. These figures do not include the output of the largest manufacturer, with a monthly production of more than 100,000 cars and trucks for the quarter—the output in June being the largest in the company's history.

"Production of tires in Akron has been steadily increasing, and the output is now at a rate equal to approximately 75 per cent. of the peak production reached last year.

"Readjustment has proceeded so far in many branches of industry whose activities lie nearest the consumer that already substantial recovery from depression has been realized, while in others production representing earlier stages in the provision of goods for consumption has continued to decline, pending the completion of the process of liquidation. What is to be expected is a gradual transition here and there from relative stagnation to a condition of sustained increasing activity. Not every upturn will represent the end of liquidation; there will doubtless be many instances of failure to maintain the gains which appear for a time. Some of the increased activity already noted is probably only seasonal. Nevertheless, there is ground for confidence that, on the whole, the lagging branches of industry, those which are still undergoing retrenchment, will be progressively fewer."

Conditions in British Columbia largely Dependent on Harvest

Under the heading "Trend and Prospects in Provincial Trade," the *British Columbia Financial Times* publishes an informative review of conditions in the coast province.

"The outlook of wholesale and retail trade in British Columbia is dependent upon the result of harvests in the prairie provinces and to some small measure on our present agricultural yields. The disinclination of a large number of distributors and retailers to meet present business conditions of receding prices is impeding the arrival of sound conditions and will bring discomfort and loss only upon themselves, yet the great bulk of those engaged in business have accepted present conditions and have changed their policies to meet them. Credit, when everything is taken into consideration, is in excellent condition and is generally accounted for by reserves that have been created during the past profitable times. In reduction of stocks and decreasing obligations, business men, if they have found themselves not without a large measure of profit, have nevertheless strengthened their intrinsic positions to withstand continued reaction and dulness. It is a matter for congratulation that more business trouble is not in evidence.

"The lumber industry is the largest contributing factor in the business activity of the province and its present condition closely parallels that of 1915 except as to its outlook. Just at a time when the lumber industry should be at its heighth, logging camps are closing down and mills are running on short orders. Outside of the shingle business and paper-making, business is inactive and what there is is unprofitable. The readjustment of wages and supplies to present conditions is of course, a retarding influence but the light demand with high rail freight rates is not conducive to other than dulness.

"What will be the influence of bounteous harvests on the prairies cannot in amount be ventured but the known inadequacy of dwell-

ings all over the Dominion will start to be made up when financial conditions improve. This inherent and potential demand must sooner or later make its appearance and when it does, it must be for a prolonged period and on a sustained basis. It is difficult yet to say what will be done by the United States Congress with regard to lumber duties. Duties on Canadian lumber into the United States will undoubtedly have a detrimental effect until American prices have been adjusted on the basis of the increased duty. On the other hand, the failure to impose duties will leave a larger field for the British Columbia lumber industry and will undoubtedly contribute to its activity. Business in the lumber industry looks to continue dull until the crops are assured and may then continue dull if unsatisfactory financial condtions still obtain. Yet the industry is fast getting on a stable basis and any change can be confidently looked forward to be a change for the better. In the paper-making industry, while profits are not as large as they were, still the insatiable demand for newsprint is such that there is little danger of shutdown and decreasing costs will largely compensate for decreasing price of the paper product.

"In the field of mining, both the price of metals and the unsatisfactory financial conditions keep the industry at low ebb. With the exception of coal and gold mining, there is little incentive for mining activity and tight money conditions prevent large plans for exploitation and development. The industry is contending with decreasing costs of supplies and wages at the same time as it is being adversely influenced by low price of metals. No one can venture when a demand for copper, zinc, and lead will be sufficient to increase the price yet it seems reasonably certain that present prices are about on the bottom and that the industry can look forward to advancing prices which will give operators a profit. The demand for gold and the readjustment of conditions which will make its mining cheaper is responsible for considerable development now going on yet as a result of these developments, it cannot be expected that any increase in amount produced will be witnessed this year.

"The fishing industry is also in an unsatisfactory condition due to heavy supplies of lower grade fish. This is the year of the large run of sockeye to the Fraser River but, in view of the depletion of the run, it is not anticipated that the pack of the sockeye fish will approximate anywhere near the total of 1917 which was then considerably lower than the previous four year run of sockeye. Yet of the sockeye, all the fish caught will be packed on account of the favour which the public have for it. From being a major industry, the great activity of the four year cycle has dwindled to very moderate proportions to such an extent that the Fraser River is now a feature but not a dominating influence in the salmon canning industry of the province.

"The fruit crops of the province have every evidence of yielding largely and is expected will receive good profits. The lack of markets and improper packing have been responsible for the fruit industry lagging in the past. Efforts have been made in the direction of the creation of Canadian markets for British Columbia fruits which is beginning to have an important inflence in the industry to the great benefit of those engaged in it.

"General manufacturing lines are suffering to the same extent that they are in the East, and, except that British Columbia manufacturers are not as important factors in the total trade and industry of the province as they are inEastern Canada and the United States. This is the reason that the depression in manufacturing has not had a more serious influence on general provincial prosperity.

"Business men in British Columbia, we think, with entire reasonableness can count on continued liquidation and all the unprofitable and unsatisfactory effects which liquidation has upon industry and business and yet they may face with reasonable degree of confidence changing conditions looking to increasing demand and activity which may mitigate the hardships that liqudation involves.'

Improvement in Conditions becomes more evident in Europe

Dealing with conditions abroad, particularly in Europe, *Commerce Monthly*, for August, published by the National Bank of Commerce, New York, has the following to say:—

"Improvement in the general situation of some of the leading countries is now becoming clearly evident, although as in the United States, it is slow. The British coal strike, according to the United States Trade Commissioner in London, has shown "that employes cannot draw more in wages from an industry than it can afford to pay, and that wages cannot be fixed independently of the true production cost, and of the law of supply and demand. The employer is having it brought more forcibly to his attention that he must avail himself of the most efficient methods of production in order to increase his output, thereby lowering his costs." He also states that in several industries, such as cotton, woolen and leather trades, there are indications that the worst of the depression is over. This statement is confirmed from other sources. Credit conditions are becoming easier, and the British cotton manufacturing industry, though still short of fuel, is beginning to feel the effects of a cautious revival of buying in both India and China, where the high cost stocks are being gradually reduced.

"Throughout the Continent, except Russia, conditions are steadily improving, although the disordered state of public finances continues to be a heavy handicap to industry. German competition in the international market is favored by the position of the mark, but on the other hand, continued inflation of the German currency after inflation has practically ceased in other countries, is serving to maintain German production costs, including labor, while they are declining elsewhere. While the Russian situation imposes a heavy handicap on European recovery, it is to be remembered that Russia has been practically cut off from Europe for seven years, and business has become accustomed to do without Russia.

"In the European situation there are also indications of a steadying of political conditions and of a better attitude of the respective nations toward each other, which are of special significance. A restoration of political stability must in large measure precede Europe's economic rehabilitation. Tangible evidences of this improvement are the attempt at a solution of the difficulties between Great Britain and Ireland, the passing of the Silesian crisis, and the discussions under way between France and Germany, with a view to payments of reparations in kind. Encouragement is also found in plans for a conference looking toward limitation of armaments.

"Conditions in India and China are clearly, even if only slightly, better, despite the position of silver and uncertain political factors in both countries. Improvement in Japan is clearly indicated by improvement in the bank position. The less developed countries, those chiefly dependent on an export market for raw materials, are at this time in the least satisfactory condition. Reviewing the world situation as a whole, however, for the first time since the armistice, there is a sound basis for a hopeful view."

Strong Plea for Made-in-Canada Goods

A strong statement on the relation between unemployment and the Made-in-Canada campaign was issued by Senator Robertson, Minister of Labor, on August 1 through the Canadian Press.

"Since January1, 1920, Federal, Provincial, and Municipal governments have disbursed approxiamately $3,500,000 in unemployment relief to needy people. Greater need and greater demands are in sight" said the Minister of Labor.

"If every Canadian would buy only Canadian goods where available the volume produced would be greatly increased which should tend to reduce both production and selling prices, absorb labor and eliminate or reduce to a minmum both the cost and necessity of relief measures. Neither Federal, Provincial nor Municipal authorities can hope to solve the problem except with the cooperation of the people."

The statement went on to show, by statistics, the extent of unemployment. In January, 1920, 3242 firms engaged in 14 different lines of manufacture employed 395,290 workmen, while in July, 1921 these same firms had only 319,710 on their payrolls, a decrease of 75,530 or 19 per cent. at a season when normally their staffs are substantially increased over winter levels. Ninety lumbering firms reported 18,802 men employed in January, 1920, with but 6,656 in July, 1921, a decrease of 65 per cent. notwithstanding the fact that British Columbia logging operations are carried on during the summer months and normally about offset the decrease in employees in Eastern Canada. 168 mining concerns show a decrease of 3,019 men or 8 per cent. below midwinter level. The manufacture, mining and lumbering industries fairly reflect the true situation it is stated.

Probably little over half of the firms engaged in those industries have reported to tthe Department of Labor, it is stated, but those who have shown a total decrease of over 90,000 employees now as compared with midwinter a year ago. Iron and steel alone show a drop of 41,314 or 30 per cent.

"Every Canadian citizen," concluded enator Robertson, "has an individual responsibility and can aid in minimizing unemployment in Canada by purchasing only Canadian-made goods. Approximately 70 per cent. of the cost of manufactured goods represents the cost of labor in the various stages of production. $1,000,000,000 worth of Canadian made goods purchased means $70,000,000 distributed to Canadian workmen which would be spent for the maintenance of themselves, their homes and dependents and which would also circulate through many hands and remain in Canada. The purchase of the same amount of imported goods which could have been produced at home contributes to the unemployment of scores of thousands of Canadian workmen, to want and suffering for their families; to industrial unrest and to the necessity of unemployment relief.

An Inquiry into Cancellation of Orders

National Chamber of Commerce of the United States recently instituted an inquiry into the effect of the unjust cancellation of orders, showing that post-war chaos was the chief cause

(From The Nations' Business)

IN its survey of the manufacturing field to try to determine the cause and effect of unjust cancellation of orders, the Fabricated Production Department of the Chamber of Commerce of the United States reports that the percentage of cancellations based upon the failure of business men to recognize the sacredness of a contract was comparatively small. The investigation revealed that most cancellations are largely due, directly or indirectly, to chaotic conditions arising from war times.

While it is true that the majority of business men scrupulously adhere to their obligations and look upon an order as a binding contract, there is a danger, the report declares, that unless a definite stand is taken against any tendency to regard cancellations as unimportant, this evil may assume serious proportions.

The investigation was made in response to complaints from business men all over the country that production was being interfered with, plants having shut down even though production is below normal and stocks in the hands of wholesalers and retailers are light. Several of these complaints protested that contracts of sale were being utterly disregarded, and that the buyer was willing to chance a suit at law.

E. W. McCullough, head of the Fabricated Production Department, in his study of cancellations went deeply in the subject. He considered the matter from two aspects:

First, cancellations made for good and sufficient reasons and which should be accepted in the best interest of both parties.

Second, cancellations, which, while working a hardship on the seller, should be accepted as indicating good business discretion. Under this heading were listed orders for seasonable goods bought in larger quantities than usual which were cancelled because of unfavorable seasonable conditions at time of shipment. This test applied to certain lines of clothing, women's wear, and farm machinery.

In his investigation, Mr. McCullough also took into consideration that there is a moral obligation on the manufacturer and supplier of merchandise, although not a legal one, to deal with his customers on lines that will promote his and their best interests. The investigation sought to learn to what extent current cancellations are based on reasonable grounds and how often the buyer or seller is taking an unfair advantage of circumstances.

Inquiry was sent to 106 leading trade associations, requesting them to report on certain questions. Some of the questions asked were:

Is your industry being affected at this time by the so-called cancellation evil, and to what extent?

State most common reason given for cancellation.

Has, or will your association take any action in this matter? State what.

If your members accept cancellations, under what conditions?

Have your members in times of large production in securing orders, inserted cancellation clauses in order or contract?

Would you co-operate in a general effort to reduce the number of cancellations by proper methods?

According to the replies, the responsibility for many cancellations was chargeable in part to the seller as well as to the buyer. Some of the chief reasons for cancellations are as follows:—inability to make prompt delivery; over stock; business declining; revision of production schedule; financial embarrassment. Some replies indicated also that the public will not buy at present prices.

The survey developed that several organizations have created a bureau of contracts to deal with all claims for cancellation of orders. These bureaus act simply in an advisory way, receiving from the complainant a statement of facts as a basis for investigation, in due time rendering an advisory report, and in some cases endeavoring to secure a settlement if desired.

Here are some pertinent facts with regard to cancellations in various industries :

PAPER.—There has been a tendency to pyramid orders predicated on low production, these orders later being cancelled after deliveries began to improve. Again there has been considerable cancelling where prices decline, working considerable injury to the manufacturer who has been reluctant to stand on his legal rights. There is a disposition in this industry to create a bureau to curb this evil in some equitable way.

LUMBER.—In one division of the industry the cancellations amounted to 77,000,000 feet since January, or over 3,500 cars. These cancellations were largely by buyers and without any reason which would be valid in law. There were, of course, a number of cancellations because of inability to secure cars. No doubt there were also many instances where cancellations were predicated on decline of prices.

MACHINERY PARTS.—Most of the work is done on special order under an agreement, which protects the contractor from loss in case of cancellation.

BUILDING LINES.—Cancellations are uncommon except where for financial or similar reasons the project is abandoned.

MACHINE TOOLS. — Cancellations due largely to inability of manufacturer to produce in time to meet requirements.

PRESSED METAL TRADES.—Cancellations largely on account of manufacturers using these products revising their manufacturing schedules, particularly the automobile makers. Most contracts are so drawn that the buyer must pay damages in case of cancellations, owing to the fact that most of their product is made to special patterns or designs.

Cancellations are not confined to this country as is indicated by a report from Nottingham, England, that British lace and hosiery manufacturers and exporters have become concerned over the large number of orders cancelled by foreign firms. The Nottingham Lace Exporters' Association recently decided that no member of the association should hereafter accept any cancellation of orders without the special permission of a committee appointed for the purpose of investigation.

This means, according to Consul Calvin M. Hitch, that should a customer decline to accept goods, after having placed an order, he will not be permitted to purchase goods from any other member of the association until he has complied with his contracts. The hosiery trade is considering similar action.

There is no disposition here to imitate these English methods, but it is believed that the time is opportune to emphasize and stabilize trade ethics which make for fundamental soundness in business.

Factors in Successful Operation of a Home for Female Employees

By L. W. SIMMS

President, T. S. Simms & Co., Limited, St. John, N.B.

In this informing article there is told the story of Falls View Cottage, St. John, the home for female employees, conducted by T. S. Simms & Co., Limited. There are no doubt other manufacturers similarly situated, who will welcome the information contained in this article. As Mr. Simms says, "We did not find information easy to secure when first undertaking this enterprise," and accordingly the description of its various features may be found helpful. Mr. Simms enumerates and discusses four factors which have contributed to the success of the undertaking. —THE EDITOR.

IN 1912 we moved our plant from the centre of St. John to the suburb of Fairville, about a mile from the outskirts of the city. This suburb has a population of somewhat over 2,000. While many of our former employees came with us, we found that, though the grade of the female employees was raised by this move into a section where a better class of people lived, we continually experienced a shortage.

About five years ago, the situation having become acute on account of the demand for this class of labor during the war, a medium-sized house was rented for the accommodation of female employees. It was soon filled, its capacity being but nine girls.

One thing that we observed almost immediately was that there were two marked advantages noticeable in these employees as against those living in their own homes. First, there naturally had to be a good reason that would pass muster with the matron before a girl stayed home, the percentage of lost time thus being reduced to a minimum. Second, it has proven to be the case that probably on account of the effort necessary to leave home and come to another community to earn one's livelihood and also on account of our care as to recommendations, etc., the quality of our employees obtained in this way has been markedly above the average of those drawn from the surrounding community.

We had a common saying in our plant that it was necessary to employ five girls in order to obtain one reasonably good one. Our experience with the girls residing at the "Cottage" has just about reversed this order, namely, we get four good employees out of every five employed.

Our experiments having proven such a success, after eighteen months a fine old residence was obtained, which was subsequently purchased. This building, as it stood, accommodated about twenty-seven. The site was one of the most attractive in this community, having about three acres of land rnning back to the St. John River, overlooking the Reversible Falls, from whence the cottage derives its name.

Last year a wing was added, bringing the capacity of the cottage up to sixty-five, and the house was thoroughly renovated and altered and everything possible done to make it attractive and home-like.

The "Cottage" is now equipped with a spacious dining-room and kitchen with large serving pantry, a large living-room, attractively equipped with comfortable lounges, cosy corners, piano, etc., with a sun porch overlooking the falls, and French doors leading from the living-room. A feature of this room is that nearly every known magazine of interest to young women is supplied by the firm.



Falls View Cottage

The attractive home conducted by T. S. Simms and Co., Limited, for their female employees

A light and airy laundry, equipped with eight set tubs, etc., is almost constantly in use outside of working hours. A special heater supplying a thousand-gallon hot water tank furnishes abundance of hot water for the laundry and ample baths, etc.

The bedrooms are 10 x 12 feet, equipped with two single beds, dresser, two chairs, clothes press, there being hardwood floors throughout, with a single rug in the centre of each room. A specially arranged trunk room is provided where each trunk is easily accessible. No trunks are allowed in the bedrooms. Each girl is required to make her own bed, but aside from this the housekeeping is taken care of by the house staff, consisting of a matron, cook and three house maids.

Board is charged at the rate of $2.50 per week for the first six weeks, the assumption being that, if an employee is going to prove a success, she will be entitled to a raise by that time, $3.00 per week being the subsequent charge. Figures for the month of March show the outlay per girl to be $2.58 per week. This includes salary of matron, help, light and all supplies, but does not include any rent, heat, interest charges or allowance for depreciation.

A Competent Management

The chief factor, of course, in making this low figure possible is the competent management of the matron who looks after all buying, with the assistance of one of our office staff. When we can state that in the upwards of three years that the present matron has had charge, we have not had one single complaint in regard to the food, considering that complaints of this nature furnish one of the chief topics of conversation in the average girls' boarding school, it will be seen that good management, coupled with a fairly large number of boarders to carry the running expenses, makes possible a considerably lower figure than the prevailing idea as to cost of board, and this figure will doubtless be reduced during the coming months.

As we have been keeping a record of the menu for some time, we would be glad to furnish any readers of INDUSTRIAL CANADA, who may be interested, with the details.

To undertake to run an establishment of this kind in connection with an industry, is, of course, a serious responsibility, which needs to be surrounded with every possible safeguard.

Four chief factors are essential towards this end. First, the matron. A



The Dining Room



The Living Room

woman with the necessary qualifications is not easy to find. A good manager, possessed of wide tactfulness, who can be firm in her control of the situation, without unnecessary irritation, with a natural warm interest in the girls' welfare and in the economical management of the home, will of course solve at least half of the problem.

Selection of Employees

Second, every possible care must be exerted in the employing of the girls. Our field is the Maritime Provinces. At first, advertising in most of the rural papers was our method of approach, but latterly the reputation that the "Cottage" has established for itself through the contentment of its occupants has been one of our chief sources of advertising.

When an enquiry is received, three forms are sent, one requiring certain information from the applicant, one asking certain questions and requiring the consent of the parent or guardian, irrespective of the age of the applicant, and a third requesting a recommendation from the minister of the church attended. This latter is sent direct to the minister, upon receipt of this information in the application. In his letter, the name of the local minister of the denomination is mentioned together with a request that a communication be sent to him when the girl is leaving home. In addition to this, we are indebted to the local ministers for their co-operation, who upon being advised of the arrival of a new employee belonging to their denomination, seek immediately to link up her interest with their church. This has been one of the most valuable features in the scheme.

It is always understood that, as we pay all fares to St. John, in the event of a girl not proving satisfactory, the return fare is also paid by us.

The third important item is the house rules. These are the outgrowth of our experience and, while not too numerous, are rigidly adhered to. Among these is the rule that all girls must be in by 10 p.m. and lights out at 10.30 p.m.

The fourth important factor is the activities. Under an arrangement with the vocational board of New Brunswick, sewing classes are held twice a week. The local churches already referred to furnish attractive social features for many of the girls. In the summer time, some outings have been arranged for, in addition to our annual picnic.

Not only has this plan proved of vital importance in bringing our output up to the demand made upon it, but it undoubtedly has been an important factor in improving our quality, and in spite of the fact that the reversal in general business conditions has placed a much more abundant supply of this class of labor on the market, we still feel it is a paying investment.

It is obvious that the more attractive and homelike the surroundings, the more desirable all the elements tending towards happiness and contentment on the part of the occupants, the higher is the grade from which a firm can select on account of the increased desire and hence increased demand on the part of applicants for positions.

Notes on Made-in-Canada Campaign

Some of the ways in which Manufacturers and others are helping on in this important work throughout the Dominion

STAUNTONS LIMITED, wall paper manufacturers, Toronto, have made effective use of their house organ, Gilt and Glimmer, to preach the gospel of Made-in-Canada. In a recent issue of this attractive little publication, they publish an article entitled "An Old Story and Some Figures." Basing their argument on the way in which the unsuccessful trader, be he boy or man, is held in contempt, they refer to the way in which Canada is being double-crossed in her trading relations with the United States. Figures are quoted to show the adverse trade balance and its effect on Canadian industry.

"*Gilt and Glimmer* has raised the 'Buy in Canada' cry before—in fact has never quite ceased from it, but never before were we more in earnest, the cry has become a warning. The figures we have given are authoritative, and they speak for themselves in no uncertain tone; say truthfully now—what do you think of men who not only will accept eighty-five cents for their dollar but who would take less? Hush! Don't say it here!

"Doubtless someone will say 'Oh, yes, you fellows are Canadian manufacturers, you are trying to sell your goods.' Of course we are trying to sell our goods, we would not be up to much as business people and patriotic Canadians if we failed to exert every effort, at this time as we have done in the past, to make our business prosperous. We are also endeavoring to keep Canadian money in Canada where it belongs, and we are also trying to find employment for as many Canadian workers as possible. Incidentally we are producing a class of merchandise that of its kind is equal to anything manufactured, and, what is of vast importance, we are giving fully one hundred cents' worth of this same merchandise for one Canadian dollar. Assuredly we are making every effort in a fair and business-like manner to dispose of the output of our factory, and we do so with pardonable pride in the knowledge that this 'Made-in-Canada' commodity that we have to offer is unsurpassed in quality, design, finish and workmanship by any factory in the world."

Suggestions are then offered as to how readers of *Gilt and Glimmer* can assist in the movement.



Making the Air Yield Nitrogen

View of the Cyanamid Work of the American Cyanamid Co., at Niagara Falls, Ont.

Canada's Resources for Soil Improvement

Importation of Commercial Fertilizer and Ingredients for Same is considerable—Canada possesses sources of Nitrogen and Phosphates which might be depended upon should need arise—Statistics of Trade in Fertilizers

By N. R. I.

THE "golden tripod" on which agriculture stands, consists of the three main elements of plant food, viz., nitrogen, phosphoric acid and potash. While besides water, other substances are necessary, such as lime, magnesia and iron, enough of these are found in almost all soils, and need not be supplemented. A partial exception is lime, which is sometimes deficient, and is added for the purpose of correcting sour soils and by chemical and mechanical action improving conditions of growth. The sources of lime are, however, so abundant and ready to hand that it may be regarded as only a toe of the tripod. The recognition of sulphur, again, which is coming to be regarded as an important fertilizing element, is quite likely to increase its direct use. At present, it enters into the fertilizer industry in very large quantities, but only in the making of the sulphuric acid which is necessary for the manufacture of superphosphates.

Drawing from Outside

Assuming then that nitrogen, phosphoric acid and potash are essential and will be still more so in time, it is well to take stock of our domestic supplies whether in use, dormant or potential. A state of war with possible interruption of imports by land, water and air may at some time make the Dominion dependent on home production. Before the war, North America relied in the main for nitrate on Chile and on Germany for potash, and although necessity developed new means of obtaining nitrogen and discovered new sources of potash, the market is still controlled by the supply of Chile saltpetre and of potash from Alsace and Stassfurt. While trade routes are open and fertilizer materials are on the free list, Canada will, naturally, draw the bulk of her chemical fertilizer material from foreign sources. Under the present tariff, unmanufactured fertilizer material, including phosphate rock, kainite or potash salts, nitrate of soda, nitrate of potash, bone ash, fish offal, etc., are imported free, but compounded or manufactured fertilizers are subject to a duty of from 5% to 10% ad valorem.

The accompanying article describing the situation in Canada as regards the supply of materials used in the preparation of Commercial Fertilizer has been prepared by the Natural Resources Intelligence Branch, Department of the Interior, Ottawa, and forms a careful review of the sources of supply available. The theme is an important one for it is obvious that if Canada is to retain her position as a producer of agricultural products, plant food in increasing quantities must be used.

—THE EDITOR.

What then, and where are our domestic supplies? Broadly speaking, Canada, if driven to it, could have all the nitrogen necessary; for phosphoric acid, besides her present output from basic slag, etc., she could utilize her phosphate rock and has the sulphuric acid necessary for its treatment; and if potash from the outside were cut off she might, at great cost, obtain what she needed by burning her forests, harvesting her kelp, concentrating certain feldspars, and utilizing the dust and waste of several large industries. But, after industrial or defensive needs had been satisfied, how much would be left over for fertilizing?

Derived from Waste

As articles of present day commerce, excluding the output of the American Cyanamid Co., the nitrogenous fertilizers, phosphates and potash of Canadian origin are derived from material otherwise wasted; the production of nitrate is considerable in amount, that of phosphates far smaller, and that of potash practically nil. Not taking into account the use of natural manure and leguminous crops, there are only three sources from which nitrogen as a plant food is commercially produced in Canada, viz., abattoir refuse, the by-products of coking, and atmospheric air. The last is "fixed" in the form of cyanamide but though the plant is at Niagara Falls, Ont., the product as a fertilizer is marketed in the U.S.A. The conversion also of slaughter house refuse into dried blood and other nitrogenous fertilizers is being lessened proportionately by its increased use in the preparation of poultry and stock feed. The most constant source of nitrogen is to be found in the sulphate of ammonia which is a by-product of the manufacture of coke. Our present domestic supply of phosphates is drawn partly from basic slag and partly from the inadequate source of bone refuse. The last generation well remembers the piles of buffalo bones by the side of western railway tracks, but these have long since disappeared. The value, too, of even our limited supply of basic slag has become a subject of discussion since the open

hearth process in the manufacture of iron has increased with the disuse of the Bessemer process. The content of available phosphates in the basic slag under the former process is the point at issue.

Of potash, there is no commercial supply in Canada of any extent.

Considerable Importation

It is not surprising, then, that the importation of commercial fertilizer and the ingredients for the same is considerable. It is economically sound to import either in bulk or in bagged mixtures Chile nitrate, potash from France or Germany or the Western States of the U.S.A., and phosphates from the vast deposits of the Southern States. By so doing, we conserve what supplies we have and enrich our soils at the expense of outside stocks, and thus restore a trifle of the depletion taking place by the exports of grains and other agricultural products. There are, however, sources of nitrogen and phosphates which might be depended upon should need arise.

Time was when the large deposits of apatite or phosphate rock on the borders of Western Quebec and Eastern Ontario not only supplied the home market, but were shipped to Europe. In 1889, the exports amounted to 30,000 tons, but by 1900, owing to discoveries of huge acres of sedimentary phosphate in Carolina, Florida and Tennessee, the exports had sunk to nil, and, in 1919 even, the production was only 24 tons. "It is practically out of the question that the domestic apatite deposits can ever be exported economically to meet the demand for crude phosphate." (H. S. Spence, Mines Branch, No. 396.)

Manufacture of Nitrogen

The supply of nitrogen is on a different footing altogether. Apart from the by-products of stock yards, of canneries, and of gas and iron works, atmospheric air, water-power, coal, lime, peat and bacteria in various combinations are all of them means of obtaining nitrogen to an indefinite amount. It can be obtained from the air by several processes, such as the electric arc process in vogue in Norway, the Haber Solvay and Claude processes in Germany, France, Britain and the U.S.A. or the cyanamide process commercially active at Niagara Falls. The use of water power is economically essential in all these processes, and coal and lime are necessary in some of them. As cities grow, the activation of their sewage sludge by bacteria should be as important an economy as it now is in large cities in Britain, and if the nitrification of peat by bacteria should prove a real success, there are peat bogs in every province. Small or even minute sources of fertilizer are interesting if not important. Nitrogen is derivable from natural peat, seaweed, swamp soil, marsh mud and from the "mussel mud" which is said to be "a mine of wealth" to Prince Edward Island. Phosphoric acid is found in peat ashes, in the few inconsiderable sedimentary phosphate deposits and in phosphatic shale and phosphatic nodules.

Potash con be obtained from wood and peat ashes; from seaweed, from certain salt deposits and brine springs, from the minerals leucite, sericite, alunite, and feldspar, from wool washings, distillery and beet-sugar wastes, and, if cost allowed, could be produced in considerable amount from blast furnace dust and flue smoke, from cement kiln dust, and from kelp.

Some Trade Figures

An analysis of Trade Reports (1919), shows that the exports of manufactured and unmanufactured fertilizers ($901,779) were within $188,390 of the imports ($1,090,169). Of the raw material exported, of which a large proportion was for fertilizing use, sulphate of ammonia to the value of $1,231,524 went to the West Indies and Hawaii and the whole of the cyanamid ($2,857,446) from Niagara Falls, Ont., went across the border. Of the raw material imported, guano and animal and vegetable manures were valued at $184,330, phosphate rock at $87,524. The figures for potash and ammonia salts were $236,237, and for nitrate of soda, $3,294,369, but what proportion of these mineral salts were used as fertilizer is only guess work. The output of the commercial fertilizer plants in Canada figuring in the postal census of 1916 is given as $1,016,140, but this would not include by-products of packing establishments or coking plants.

Inferences from the above facts and figures are (1) that what is restored to soil in the shape of commercial fertilizer is ridiculously small considering the thousands of millions in value of what is annually yielded by the soil; (2) that it should be brought home to the farmer and his boys that the use of fertilizer is an easy road to increased production, that the value of what he buys is now inspected and has the guarantee of the Government of Canada; (3) that there are considerable sources of plant food now being wasted; (4) that there is room for a wide expansion of the fertilizer industry as knowledge spreads and soils are inevitably depleted.

Scientific agriculture among English-speaking people is a growth only a few generations old, and even now, except where population is thick and intensive agriculture in practice, it is but beginning to form a part of the knowledge necessary to those who are to make a living from the land. The mass of farmers are content to use nothing but the manure excreted by their livestock, careless, perhaps, whether the most valuable constituent is drained away or volatilized; few pay attention to rotation of crops or the ploughing under of clover; only a small percentage see any reason for imagining that the addition of a few pounds to the acre of a powder, however pungent its aroma, will bring a good return for the cash they have spent or borrowed on the crop. To proves that a proper proportion of nitrogen produces vigorous growth, or that potash increases sugar content, flavor and protein, or that phosphates hasten maturity and swell the grain, taxes the ingenuity of a fertilizer "agent" whose credit has perhaps been damaged by the sale of ground up materials useless as plant food. And this is why recent legislation insists on "inspection" of artificial fertilizers and on a guarantee that the percentage of available nitrogen, phosphoric acid and potash, and on the statement of the sources whence derived, are as described on the label. Another source of mistrust is the ignorance of the buyer that every sack of mixed fertilizer is in most part "filler," that is to say any material, whether it be gypsum, powdered peat or just earth, which can retain the efficiency of the chemicals and aid mechanically in their distribution. Owing, however, to the increased cost of freight, and the spread of intelligence, the comparative amount of "filler" in the bag is diminishing in favor of higher percentages of genuine food.



Why Waste the Waste of These Cod Fish

A familiar scene in many a Maritime Province port where millions of fish are dried in this way annually

Some Applications of the Principles of Successful Merchandising*

By W. H. MALKIN

THE longer I remain in business the more I realize that it is becoming more technical and more scientific. Merchandising is no longer trading and trucking in the ordinary meaning of the word, but it is buying, assembling and selling, with a maximum amount of efficiency in administration, all of which requires a great deal of technical knowledge acquired by years of careful study and experience.

The definition of merchandising is simple. It is "buying and selling at a profit." Now, you will agree that it is easy to buy, and it is easy to sell, but when you have to buy and to sell, and at the end of these two transactions make a profit, it is a totally different matter, and it is the making of this profit (the tail end of the definition of merchandising) for which we are all in business. If there were no profit in merchandising our occupation would be gone, because we could not live, and it is the best means for gaining this legitimate profit, for which we are always striving, that I wish to speak to you about.

If a business is not making profits it must eventually die. Profits put back into the business are the lifeblood of the business, and without them no business can live.

Scientific Knowledge Needed

I am glad that the carrying on of business requires more scientific knowledge than in the old days, because it raises our business on a higher plane; the more complicated and intricate business becomes the brighter the intellect and the greater the intelligence required to carry it on successfully.

There was no time in the history of the world when business efficiency was so much in demand and so necessary for the successful carrying on of the commerce of the world. Haphazard, go-easy, careless business men have not the slightest chance of making a success. Business to-day is more scientific, and in many ways more difficult than ever before. Efficiency is no mere accident, but the result of intelligent effort.

There are some common principles which can be applied to every business. in a business successfully conducted over a long period you will discover certain outstanding principles, and I will endeavor to name them in their order:

1. Ability in management.
2. Pursuit of a definite purpose on the part of the principals.

*Part of an address given at a luncheon meeting of the Wholesale Merchants' Bureau of the Vancouver Board of Trade, Dec. 7th, 1920.

"Business is, and should be, one of the great pleasures of a man's life. As I have before stated, the only way in which you can make it a pleasure is when you are sitting on its back, driving it and directing it, and keeping it well in hand and doing your bidding; but if you are carrying it, you are, of all men, the most miserable, and you had better get out of it.

"There is no room to-day for the pessimistic business man. What we want in business is optimism, and mark you, efficiency is the quality which goes hand in hand with optimism—combined, they are irresistible."

3. Close attention to administrative details.
4. Scrupulous observance of the conditions of contracts between buyers and sellers, and between employers and employees (in other words, common honesty).
5. The encouragement of merit and talent among employees.

The bigger the business, the more widespread its operations, the greater the need for the practice of these principles. I do not say that the adoption of these principles will secure abnormal success to every firm who uses them, but I would like to point out they are necessary conditions of successful business management.

The Main Departments

How are we to carry on business at a profit? In every well-conducted business there are five main departments:—

1. Administration Department.
2. Buying Department.
3. Selling Department.
4. Accounting Department.
5. Shipping Department.

I suppose the sales manager would say that the sales was the most important; the buyer would, no doubt, state that his department was the most important, because goods well bought are half sold; on the other hand, the shipper might equally say that unless the goods are shipped with care and correctness, errors creep in and losses are made, causing disappointed customers. But I am beginning to think that perhaps the most important portion of any business, large or small, is the Administrative Department, that department which controls chiefly policy and finance. And that brings us right back to the word "policy." A firm can have a good buyer, a good sales manager, a good shipper, but unless the policy of the firm is of such a character as to bring harmony, co-operation and confidence amongst all the various department heads, there will not be very much success. Therefore, I think, one of the main contributions to the success of a firm is the character of the administration, the development of *esprit de corps.*

I think there are three principal foundation stones on which a business should be based if it is to be permanently successful:—

1. Integrity and honesty of purpose.
2. Industry.
3. Knowledge.

Sometimes stories of gains that have been made by unfair means, the sharp practice of a shrewd firm that only just keeps within the law, are heard, but I think you will agree with me that those gains are not success, but in so far as we put *character* into our work, and never try to reach our goal by a short cut that means some loss of our self-respect, we shall lay a substantial foundation for real success.

Knowledge of Costs

Taking it for granted that a man is honest and industrious, the next most important thing is that he has a thorough knowledge of the goods he is going to handle, and the best methods of interesting the consumer in those goods, and of the actual cost of operating the business. In other words, he must know the cost of his goods delivered at the consumer's door. But it is usually the lack of this systemized knowledge which is the most common cause of the failures and wrecks strewn about on the business highway. Many of the wholesaler's troubles have come from a failure to understand the *cost of doing business.* Credit experts tell us there is no other one thing which causes so many business failures, and in this connection I may state that the National Wholesale Grocers' Association in the United States have perfected a cost system for the wholesaler, which has been extensively used, and has been the means of putting the wholesale business in the United States on a much better footing. Just so long as there is a merchant who does not know his costs with a fair degree of accuracy, just so long will there be a

disturbing business condition in the community in which he moves.

Savings and Services

More thought should be devoted by the wholesaler to effect savings which will be reflected in reduced costs, by eliminating credits, and where possible, unnecessary and expensive deliveries; and to give a service to each particular customer which will tend to *make prices a secondary consideration.* To realize that service will attract customers more effectively than price-cutting; *price-cutting is usually the refuge of the ignorant business man.* An intelligent knowledge of the cost of the business, in which so many unseen factors enter, is the greatest safeguard against price-cutting. Let *competition be in service* rather than in price, and success is usually the result.

Two years ago investigations were made by the Federal Trade Commissioner in Boston, and he reported he had examined the affairs of 260,000 mercantile and manufacturing corporations, and of this number more than one-third had not been making any profits, and more than another third had just eked out an existence. In other words, more than three-fourths of the 260,000 concerns were found to be unprofitable and unsuccessful, and only one-tenth of the corporations knew their cost of doing business. No law can properly be passed to aid the man who does not know his cost of doing business, and he alone is to blame for his failure, for any individual engaged in business who does not make a fair profit is a failure, and the pity of it is, that in his failure he often brings others down with him. I believe the greatest calamity that can befall any merchant is the failure to have a full appreciation of the necessity of knowing his costs.

To smaller firms let me say this: Scrutinize your expense account daily, and only draw out of the business what the business can afford. *Be content to grow slowly from your profits,* and do not try to over-trade and do more business than your capital will stand. Better to take a few years more in establishing your business on a firm foundation, than to risk the wrecking of it by over-trading.

Guard Your Credit

To young firms I would also say: Guard your credit, and remember credit is often more valuable as an asset than capital. Be frank with your banker if you have to use him, and keep your promises in connection with payments. Credit is a very delicate asset, which will rapidly melt away and disappear unless carefully guarded, and if your credit is gone, one of the principal underlying supports of your business goes with it. Allow me to suggest to you that you understand your business thoroughly, and make yourself its master. *Never allow your business to master you.* If you run your business instead of it domineering and running you, life will be much sweeter and a good deal more comfortable. After all there can be a great deal of harmony and pleasure in business. Business is a great game if we approach it and engage in it in the right spirit. Sometimes we come down to the office carrying a great burden, foolishly endeavoring to carry the business on our backs instead of making the business carry us. The man who thoroughly understands every detail of his business, and conscientiously analyses them as he goes along, is like the sailor at sea, who knows, no matter how dark the night or how rough the sea, by looking at the compass just where he is going. The man without a scientific knowledge of his business is like the captain without his compass, and disaster will some day overtake him and he will find himself on the rocks.

Imagination Necessary

I have referred at length to the necessity of having a thorough knowledge of the cost of doing business, and all the details in connection with your business, but over and above this knowledge, and perhaps exceeding it in importance, is a certain quality of imagination and insight, which every man must have if he is going to be really efficient and successful. Knowledge of goods, costs, and other economic factors will not in themselves bring success, but this knowledge combined with insight and imagination is irresistible. Imagination without knowledge is worse than knowledge without imagination, but combine the two and success is inevitable. Cultivate, therefore, this spirit of imagination, and this imagination (perhaps I am using a word which is a little misleading, but I am using it for want of a better) will enable you to turn the drudgery of business into a pleasure. I maintain no man should remain in business when he finds it a fearful drag and a great worry.

Employer and Employee

In my remarks I have referred casually to the relationship of employer and employee. This is a subject, I think, for discussion by itself but I would just like to remark that the relationship of employer and employee is a most important factor in the building up and conducting of a successful business. There should be perfect understanding and hearty co-operation and sympathy between the principals and the employees. Well trained employees are not always easy to obtain, but a well trained man, who combines knowledge with tact, and who puts everything that is best in him into the business, should not only be well paid, but if at all possible he should share in the profits of the business. I am a great believer in profit sharing, which, after all, is based on the principle of payment by results. To create a spirit of co-operation in a business, no matter how small, there must be very liberal treatment given by the employer and some incentive to increased energy in the way of bonuses or profits.

There is another point which I should like to touch upon before closing, and that is the relationship between education and business efficiency. While admitting that many successful men have only had a very indifferent education, and that many highly educated men have turned out dismal failures in the business world, I would still say you are more likely to get first rank business men from a highly educated and scientifically trained community, than you are from a community that is only half educated. Several efforts have been made in British Columbia to have a faculty of commerce in our university; so far, however, without success. I hope before long we shall have enough public-spirited men who will subscribe sufficient to make this most desirable end attainable. I understand it would only take about $6,000 a year to create a faculty of commerce, and enable our young men to attend our own university, and take a course covering banking, international finance, insurance, transportation, business management, and the relationship of labor and capital. Business to-day demands the best brains, and the best trained minds if it is going to be elevated to that high plane which we think it is going to occupy.

Selection of Men

The longer I remain in business the more I find there is to learn about it. It is not the simple thing which it looks on its face. The larger the business the more dependent we are upon those whom we employ. A manager's personality can only penetrate so far into a business. Therefore, a careful selection of men in every department, of the right stamp, is most essential. Great care should be exercised even in the employment of an office boy, because in that boy you no doubt have the germ of the success or failure, of a strong, intellectual, virile, useful employee, or of a weak, unstable, unsatisfactory, unsuccessful man.

We are approaching, in fact we are already in the beginning of, a very difficult merchandising time. The firm to-day engaged in buying and selling is experiencing a very trying time. No sooner are goods bought than the market drops, customers are nervous, and are only buying from hand to mouth. Exchange is unsettled, and markets are uncertain and weak, and altogether the atmosphere in which we are doing business is saturated with uncertainty.

Great care will have to be exercised by credit managers. Credit should not be unduly extended, and travellers should be discouraged from overloading customers. In the best of times failures are more or less numerous, but in these days we may expect quite a few failures of firms who are not well established, or who have not careful methods of merchandising. What we shall need in the immediate future is a clear vision, and a thorough grasp of our businesses, and we need then fear nothing.

News Relating to Export Trade

Published by Arrangement with Canadian National Export Club

Argentine Conditions

(Extract from the "Foreign Trade Bulletin" issued by the American Express Company.

"The general opinion in Buenos Aires is that the present depressed business conditions in the Argentine Republic have passed the crisis. While there is considerable speculation as to how long it will take the country to work out of its difficulties, it is safe to forecast that she will at least be the first of her sister Republics in the south to recover, according to the Manager of our Buenos Aires office, who is at present in this country.

"As the Argentine has shared in war prosperity and the resultant speculative markets, the present situation may rightly be considered as her part in the world wide re-adjustment period. The main source of the country's wealth is in its soil, which produces such necessities as grain, wool and meat. In addition it has no war debt to face which, coupled with a relatively small per capita total debt, industrious people and a sound government, lends great confidence in the near future of the Republic.

"While the Argentine, particularly Buenos Aires, has had its share of labor disturbances, it cannot be said that they have been greater or even equal to those of some other countries. The most trying of the labor organizations was that of the Buenos Aires Port, including the dock laborers and stevedores.

"Recent cable advices indicate that free labor has been successfully introduced by the Government, and this important improvement will greatly benefit the import and more particularly the export trade. The reported attitude finally adopted by the Government, at a time when a shortage of work exists, should effectively control the labor unions of a radical type which have hindered commerce for the last two years."

Germany's Activity

Extract from "The Bulletin" of the Federation of British Industries.

"Some interesting facts regarding Germany's industrial activity are reported by Mr. P. Harvey Middleton, of the Guaranty Trust Company of New York, who has just returned from a tour of observation in that country.

"Krupp's works at Essen are engaged on a surprisingly wide range of production. Heavy locomotives are being turned out in the great locomotive shop at the rate of one a day; while another shop records a daily average of eight goods wagons. Five-ton lorries-every part of which, with the exception of the rubber tires, is made under one roof-are being constructed side by side with small motor scooters.

"Other manufactures include railway supplies of all kinds, machines for the textile and paper industries, dredges, floating docks, pneumatic tools, surgical instruments, Diesel engines, doors for safes, cash registers and adding machines, apparatus for moving pictures, etc. Passenger and freight steamers are being constructed at Krupp's Germania Shipbuilding Plant in Kielgaarden.

"The Rhein Metall Fabrik at Dusseldorf has also adjusted its operations from a war to a peace basis, and is one of the leading makers of railway rolling stock in Germany to-day. The present monthly output is 30 locomotives and 300 freight cars, while 1,000 locomotives and 1,000 goods wagons were constructed in less than a year.

Both this works and Krupp's now employ more men than in 1914, and are executing a large volume of foreign orders".

France's Foreign Trade

Summary from "Fortnightly Survey of French Economic Conditions."

The remarkable recovery of France's foreign trade in the current year has not been due to any accident,but to a law which was passed in 1919 for the organization of a National Foreign Trade Bureau with branches in the principal countries throughout the world, and also for the constitution of a national bank for export trade.

The functions of the Bureau of Foreign Trade is to centralize economic information of all kinds, and to furnish all such information to French industrials and merchants, by reports or by any means which will help the sale of French goods abroad.

The Bureau also supplies reports on the financial standing of foreign buyers and of French exporting firms, and the formalites which must be complied with to enter goods into foreign countries.

Up to the present, twelve branches have been established in foreign cities, and their success has been so great in the past year that it is planned to establish a number of others in the important trade centres of the world.

The functions of the National Bank of Foreign Commerce is to facilitate exporters, principally by allowing them advances on long term commercial paper, or by allowing them credits against various securities, and by placing at their disposal reliable information in regard to the financial standing of would-be purchasers.

Soviet Gold: Test Case

Extract from Federation of British Industries "Bulletin."

"An important judgment was given by Mr.. Justice Peterson in the Chancery Division on July 13th in a test action brought to decide whether gold roubles forming part of the gold reserve of the late Imperial Russian Government, and now brought to this country by the agent of the Soviet Government, were attachable in respect of obligations of former Russian Governments. His Lordship decided that the gold was not attachable, and dismissed the action with costs.

"Had Mr. Justice Peterson decided in the contrary sense, the Soviet Government would have had the right to cancel the Russian Trade agreement".

Algiers

Extract from the London Times.

"The Chamber of Commerce of Algiers gives the following list of foreign articles wanted in the Algerian market:- cottons and woollens; furs, artificial flowers, umbrellas; boilers and machines for mines and manufactures; plant and apparatus for distilleries and mills; motor-cars, wagons, ironmongery, agricultural implements; scientific apparatus for schools, surgical instruments; jams; hams; inks, pencils, matches, candles, glass. and china; shoes, gloves,&c"

Union of South Africa

"The Standard Daily Trade Service reports that German traders are trying to regain and extend their pre-war hold on the South African market, and are offering numerous articles, including glassware, razors and thermometers at prices far below those quoted by British firms. Last year showed a remarkable advance in imports from Germany of bottles, enamelware, earthenware and china, aluminum and pianos".

Cuba and South America

Mr. H. A. Chisholm, Canadian Government Trade Commissioner in Cuba, who has just completed a tour of Central American States, expects to be in Canada within the next few weeks. If you would like to see Mr. Chisholm please ask any C.M.A. office to keep you advised of Mr. Chisholm's itinerary in Canada.

The Basic Principles upon which Modern Civilization Must Rest*

By JAMES A. EMERY
General Counsel, National Association of Manufacturers of United States

I HAVE listened tonight with a sense of peculiar privilege to the family discussion and I have felt that you did me great honor in that you permitted me to sit with you, and hear Canada discuss her family affairs. I was a sympathetic listener for I learned my Quebec with Drummond in the woods years ago, and to me this Province has been a source of interest and inspiration in every page of its historical relation to the country from which I come. We across the border have long seen with admiration and respect that, during the trying period through which we have commonly passed, the waves of radicalism and revolution have beat hopelessly against the rock buttress of Quebec conservatism. And, sir, these are days when a superficial circumstance is a small part of the great problem of life. The war has uprooted the superfluities of life; they stood not against its storm; and great questions that have risen in the pathway of military contest are testing to their foundation the capacity of our common civilization to stand the acid test of the truth of its fundamental principles. If these survive we survive with them. If these fall then indeed we are lost.

The battle ground of those issues to-day is not so much political as it is industrial, for, in the great economic problems that rise out of industrial, social and world conditions, grown independent, and an exchange of the simplicities of a more independent existence for the complexities of interdependents that is world wide, there are found, in the circumstances that rise out of the attempt to replace masses of wealth in the world, the battle ground of the fundamental ideas upon which our race has reared itself. We are asking great economic questions and they cannot be answered by mere political replies. Co-operation and combination, that has been the characteristic circumstance of industrial civilization, has supplied this world with the great tools of social service. It has supplied it, likewise, with weapons which can become the most dangerous in the social arsenal when they are used against the common interests of society and in the light of mere selfish consideration, whether they be used by the employer or by the employee. Of the problems that arise out of that circumstances are the common problems of your country and of mine, and as they are answered upon one side of our imaginary boundary they are answered upon the other, for we act in reflection upon each other.

You are to-day confronted with great problems of transportation and even as you undertake to meet them the answer is being written in another country and the effect of that answer expresses itself upon your whole situation, and as you respond to these questions, the possessors of a common heritage or principle, so we, who try to look thoughtfully upon the problems, find support in reinforcement in your answer to them, as you reach down into the fundamentals of life to find that answer in the things that lie at the foundation of our common nationality. New states are fashioning themsevles on the ruins of ancient ones. Whole social groups are groping blindly in the ruins of their fallen structures for new shapes to hold the roof above their common head. And in the midst of this uncertainty and flux there are the stabilities that are represented, it seems to me, in a greater degree on this side of the water than elsewhere in this confused uncertain world. And the common obligation of your country and mine is to meet today, is to hold aloft a certain light, confident still that the answer to complex things can be found in simple principles, and it is those influences upon our social life which have inspired the growth of our common people that can still answer in the darkness and confusion the question that rises on the lips of an uncertain and doubtful world. And because these problems are industrial problems, the obligation of leadership is resting so largely up you who have become in marked degree new multipliers of power and new creators of wealth.

Progress of 100 Years

One hundred years ago the first census of American manufacture was taken and the total value of the manufactured products of the United States in 1820 was less than the quarterly production in value of the United States Steel Corporation in 1920. One hundred years from that date, at a time when the population of Canada is comparatively that of the United States at the time of that census, you have doubled your industrial employing capacity in twenty years and have added to the value of your manufacturing products in that brief space three billion dollars of value. If Canadian industry could not have multiplied wealth, the Canadian people could not have made their contribution to the great war. They could not have possessed, however willing they were, the wealth to spend. And, sirs, it seems to me one of the first great tasks to which the industrial community must address itself is the endeavor to send missionaries of good understanding to the farmer and the worker that he may understand in practical terms the relationship of industry to modern social life. For the manufacturer is the unconscious and silent but enduring partner of the farmer, the forester and the miner, for he takes the raw material which they produce and transforms it into those thousand commodities that not merely minister to the convenience and comfort and indeed the luxury of modern life, but he empties out over his borders that vast body of marketable commodities that find their way through the instrumentality of his creations that conquer the wave into the far flung markets of the world. But the manufacturer is not alone a commodity maker, he is a tool maker, he is the developer of new processes, the inventor of new forms of mechanical power for multiplied production and the multiplication of the power of the human hand to produce is the greatest material contribution that man makes to modern social life, because, in the power to multiply capacity to produce the power to conquer the forces of nature against which man wages eternal warfare for his own living and in accordance with his understanding of her laws and his ability to apply it to her forces, he finds for himself a new world in which he may live, and as he improves upon that knowledge in its application, he adds new comforts of business to life, he adds new capital to the common possession of mankind and he finds new modes of effort in which to express the desires of the hand and to shape his hand to the performance of new tasks for the common benefit of society.

It is not alone his capacity to do these things that is necessary. There must be constant the inspiring and driving energetic force that pushes him ever forward into new fields of conquest, that makes him ever desirous to accept new responsibilities, that makes him look forward to the struggle with nature with confidence that he can conquer it, that he can make ferries of the ocean, that he can level the mountains, that he can make the unfertile soil respond in motherhood to the touch of his hand, that he can shape new tools to gratify infinitely the capacity of the human hand and that he can with each succeeding year through the application of intelligence add more and more to the possibilities of human life, not merely in its material aspects but in the noblest flowering of the human mind and soul, because until there is a surplus of wealth beyond that which a man needs to maintain his daily life, there is nothing upon which to build the cultural side of human life. Until you have the benefits of production fairly distributed amongst those who produce, you have no means upon which to flow forth in efforts of scientific research, and you have no opportunity for expanded systems of education, you have no leisure for the cultivation of literature, you have not the possibility of placing underneath human life all the inspiring forces that lift up and diversify its flowering effort. In order to have the human mind and soul make its noblest effort of human life we require surplus other than the possessions that can be furnish by people who scratch a bare living from the soil.

Contrast tonight the life that is found north and south of our great republic; to the south a people struggling under the semblance of republican existence through seventy-five years of independent life that tonight is just emerging from a long orgy of outlawry; and that to the north of us, this great Dominion spreading from sea to sea, and in the same period of time, indeed in less than that which marks the movement of the Mexican people from one successive autocratic authority to the final outburst of hopeless outlawry, and you have moved from a handful scattered over a wide expanse to a concentrated and united people that made no less telling contribution to the struggle for civilization than any of the older and larger and wealtheir peoples of the world.

A Vital Difference

What was the difference between you? It was was not alone in the form of your Government. There was an inheritance and traditional faith that expressed themselves in the character of your effort. You came from the stock that believed that the individual was the dynamo

*Speech delivered at Annual Banquet, Canadian Manufacturers' Association, Chateau Frontenac, Quebec, June 9th, 1921.

of social progress. You believed in the dignity and worth and nobility of the human individual; you believed as men flowered in effort they were entitled to security in the possession of that which they gained by their effort. You fashioned the state which was your agency in securing that result, and you protected yourselves not so much as against the aggressions of your careless neighbor as against the possibility of trespass by official agencies of your own purposes; and out of that you fashioned what you called representative institutions, and the progress that you made was predicated upon the belief that you could instil into men the faith that, as they made their own conquest, they made their contribution to the society of which they were a part; and you so fashioned the life in which they lived that they could not lift themselves upward without making a contribution to the life around them. That has been the fundamental source of American progress on the northern section of the continent. And those things, gentlemen, are the things that must be preserved, for those are the things that have been the inspiration of our common civilization and that are finding their expression in the industrial life of today. And they are threatened, and they are threatened not less consciously than unconsciously; they are threatened by great movements that would undertake to suppress the individual and to make him but a wave in the sea of collective action that would subordinate him to great mass movements under the delusion that the level of the mass can move forward and forms of social equality can be laid down and a more even distribution of the riches of life laid down by the application of economic force.

No Place for Equality

Sir, that is a dream that can never be realized for the civilization that you enjoy and from which I come cannot find any place for social equality; it is a contradiction of your individual liberty. Just as soon as individuals, who differ in ability and character and self restraint, undertake the luxuries of leisure that moment in-equality begins, and the civilization that fructifies from their effort rests upon the success of the maintenance of that inequality so far as its expression of merit in action seeking the rewards of merit. Any form of human effort and Government that undertakes to suppress and destroy and reduce to equality the difference between those efforts destroys the very purpose of its own existence, for there could be under your flag and mine no greater inequality than equal reward for unequal effort.

So, sirs, we are getting back to recognize however complex our life may be, however vast the reach of its relations, that it has to rest ultimately upon the first fundamental concepts that must remain practically realized in the everyday life of our day, that civil liberty is not something for judges to utter from benches nor for statesmen to glorify upon days of national celebration, but something that must abide in the community and individual life of the people if it is to find its expression in their social growth and in their practical civilization. And it means, if it means anything, a man's right to seek out his own calling or vocation or occupation or business and to pursue his selfinterest as he sees it, subject only to the restraint of his conscience and an equal, just and impartial law, and that the rights of any force in the midst of the community that can undertake to abritrarily exert pressre upon the individual against his will and that compels him to subject himself and subject the course of his own growth to the efforts of such force to produce an arbitrary and artificial equality, spells disaster for the whole social structure in which it takes place; and that as the kind of a country in which we live grows, that interdependence between all its members becomes over greater; and that their common progress must be founded upon the recognition of that position and upon the recognition that each of them can exercise his own rights only as he realizes that the restriction upon him is the exercise of similar and equal rights by others; and that he must not think too much in terms of rights alone.

Respect for Rights

A man who performs his own duty in modern civilization is the man who does not have to worry about his rights; and the nation that is performing its duty is the nation that will be secure in getting respect for its rights. So, sirs, we face great problems and not the least of these is maintenance of an interdependent state of communication without which it cannot live; and you in Canada, with a far flung territory like our own, are facing rapidly the great problems which come from the maintenance of a great system of transportation; and we in the United States, engaged in industry, have begun to appreciate there are certain fundamental principals that we think have got to be recognized in our industrial problem if transportation, which is the natural limitation upon industrial production. is to be sustained and if widely separated communities are to be able to market their commodities and sceure their communication with each other without interruption which threatens their social existence itself; and we are slowly but surely coming to believe if we are to have the kind of railroad system we need in the United States we have got to be willing to pay for it. We have got to also take the position that we cannot permit artificial and arbitrary conditions to be imposed upon that system either by private force or public law that destroys its primary function to supply us with uninterrupted, efficient transportation at reasonable rates.

We are slowly but certainly coming to the conclusion and belief that our transportation system is so important in our social life that we cannot submit ultimately to its interruption. Whenever there rises up a dispute that threatens the communication between our people by rail, we believe in affording the widest opportunity between its people for the composition of their own difficulties; if they cannot settle them ultimately, they must be settled by public tribunal without interruption of service. More than that we believe that that public tribunal must be composed exclusively of representatives of the public, and that it must be intimately related to the rate making function, because we cannot endure a wage making function at one end of our railroad structure and a rate making function at the other end of our railroad structure. They have got to work together or we cannot have a harmonious and unified regulation of our situation. More than that we have discovered that all efforts at arbitration of such difficulties in which the public is not exclusively represented are certain to become a mere conflict of interest between advocates represented upon a common tribunal, each of whom turns his interest against that of the public. And finally we are beginnnig to believe slowly but certainly that there is no room for a public regulation of the employment incident between the carrier and its employees in which there is to be any arbitrary discrimination between citizens seeking opportunity for employment whether they be organized or unorganized. And that, lastly, we cannot hope to maintain the service of the transportation system unless we insist that while the parties shall have the utmost freedom to to establish their own forms of relationship, that no form of relationship is enduring that undertakes to impose arbitrary economic burdens upon any portion of that transportation system, that prevents it from performing its primary function to the public, whether it be operated by the Government or private management, and that obligation is uninterrupted and efficient service at a reasonable rate.

I refer to that because the railroads of the United States have passed through a most unfortunate period. The story of their situation is a story that is worthy of examination by all who face a common problem. You can write it in letters of flame on the sea and in two sentences. In 1915 the railroads of the United States had three billion dollars of gross income and six hundred and ninety-five million dollars of net income. In 1920 they had six billion dollars in gross income and sixty-two million dollars in net income. They have been physically valued by the Interstate Commerce Commission at $20,000,000,000. If you consider their physical valuation or investment at $20,000,000,000 and their income at $62 000,000 you can wipe out the ciphers and you can come to the easy conclusion that their business status represents a calling in which a man has $20,000 invested and gets $62 a year of income, and on that he cannot live.

Communication is Civilization

Now communication to-day is civilization; without it, the social structure falls apart; upon it every group is dependent; industry, if anything, more so than other groups because of the variety of its production and its dependence not only upon the flow of raw material, but the rivulets of finished product that must move from it to sea and ship if it is to exercise an influence in foreign lands. So, sirs, I have called this to your attention to-night because it represents the experience of a large country with a problem which you have before you. and I offer it without any suggestion that it is for you to imitate, but only that we may have that beneficial interchange of experience that enables each of us to profit by the mistakes of the other.

And let me say to you, gentlemen, in parting one personal word, and that is that every time I find my feet upon the soil of Canada I go back with renewed inspiration because I see here a rugged, an energetic, an indepndent and strong minded people working out the salvation of the continent upon a vast scale and because your performances on the stage of world effort have entitled you to the respect and consideration of mankind, and that no matter how many larger states there may be, there can be none, whatever their population is that exceed you in the vigour of your character and the determination and wealth of your effort, nor who possess the opportunity for performing so great a material service to the world upon the one hand or so great a moral service on the other, in offering it the example of a continent developed, civilized, extended and enlarged, and contributing in all the departments of its national life a spectacle of the successful operation of representative institutions upon the largest scale and in the face of the most difficult natural tasks.

Report on the Markets for Iron and Steel on the Pacific Coast*

By NICOL THOMPSON
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THE main object in gathering the information embodied in this report is to prove the extent of the local market on the Pacific Coast for the products of iron and steel, and especially the market for pig-iron, as the first essential in the iron and steel industry is a blast-furnace plant for the production of the various grades of pig-iron. I am, of course, aware of the fact that the success of ship-building and kindred industries on the Coast depends absolutely on being able to procure material for their various purposes manufactured on the Coast, so as to enable them to compete with Eastern and Old Country firms.

There is a market on the Pacific Coast for 2,000,000 tons per annum of iron and steel; i.e., this is the aggregate consumption of all grades, including tank, ship and boiler plate, merchant bar, tool and mining steel, structural steel shapes and angles, and also light rails. Any one plant capable of turning out all these grades and sections of steel would require tremendous capital outlay in rolls and other equipment. If blast-furnaces were established here and supply of the various grades of pig-iron assured at reasonable price, subsidiary companies would undertake the manufacture of the different grades and sections of steel to suit the market.

There is, beyond a doubt, a local or domestic market on the Pacific Coast, from Los Angeles to British Columbia, for foundry pig-iron alone of at least 1 000 tons per day; and if produced at anywhere near the cost of steel scrap—$27 to $30 per ton—I think I can safely say there is a market for 2.000 tons per day. There are five scrap-mills in California, at San Francisco and Los Angeles, with monthly output of 27,-000 tons, and one in Washington, at Seattle, with present output of 4,000 tons per month. These mills, turning out over 1,000 tons per day of merchant bar from steel scrap, would use at least 40 per cent. pig-iron if they could get it; in fact, Mr. Denman, of the Southern California, and Mr. Botchford, of the Columbia Steel Mills, informed me they would undertake, on behalf of the five California mills, to contract for 500 tons of pig-iron a day. The cast-iron foundries in Washington, Oregon, California, and British Columbia will easily consume 1,000 tons per day. Undoubtedly the time is opportune and there is every inducement for capital, properly organized and managed, to get in on the ground floor with the nucleus of this basic industry.

Export Market

In addition to the local market, there is an export market looming large in the future development of the Orient, Australasia, and Isles of the Pacific, and the west coast of Mexico and South America. The present export through British Columbia ports is now practically *nil*, because of the fact that Canada does not manufacture nearly sufficient for domestic requirements and at present is a large importer of iron and steel. There is, however, a very different story to tell regarding the exports through the ports of Seattle, Tacoma, Portland, San Francisco, and Los Angeles; though even here it is somewhat difficult to obtain the correct data, as many of the items are not listed by weights but rather by value, or perhaps by number and value. In point of value this export trade through United States Pacific ports in 1918 amounted to approximately $100,000 000. The tonnage of pig-iron, steel billets, ingots, blooms, rails, and structural iron and steel in the same year totalled 1-000,000 tons and $68 000,000 of the total valuation of exports, the balance consisting of machinery or iron and steel. It is interesting to note in this connection that for the ten months ending April 30th, 1920, approximately $14,000,000 in steel rails was shipped to Pacific Ocean countries, and that this item represented 60 per cent. of the total United States exports in this commodity. These rails were mostly smaller and medium sizes, the percentage above 60 lbs. being almost negligible.

*Part of exhaustive review published in Second Annual Report of the Department of Industries of the Province of British Columbia.

Iron and Steel Workers Consider Plant a Necessity

Heads of the various iron and steel-working plants of the Pacific Coast in Washington, Oregon, and California, who were interviewed, and gave information freely regarding their plants, consumption, etc., were practically agreed that the establishment of blast-furnaces and a steel plant on the Pacific Coast was a necessity. The time was opportune and the project would be warmly welcomed. They said they would gladly co-operate with owners of mills producing merchant bar from scrap in California, and offered to make a contract at once for 500 tons per day of pig-iron as soon as blast-furnaces were started on the Coast. All gave numerous instances of trouble and difficulties through congestion of orders and lack of cars for transportation and delivery.

Prominent mill-owners in California told of investigations made by them with a view to establishing a blast-furnace, but coking-coal supplies in Washington were found unsatisfactory, and they would welcome the establishment of a Coast plant. Washington iron and steel workers said that in 1916 a number of them, including also the manager of the Bethlehem Steel, offered Mr. Piggott, of the Pacific Steel Company, a contract for 250,000 tons of ship-plate at the same price paid in the East, but he could not undertake the work. All agreed that an iron and steel plant on the Pacific Coast would not only be a distinct advantage, but profitable to the company undertaking it, the raw materials being assured —there was no difficulty about the market —but would also be of great aid to those now engaged in the iron and steel-working industries of the Coast, and would stimulate many new industries and additions to present industries; and, moreover, would do much for the general upbuilding of the Pacific Coast.

Those interviewed in California who agreed that a plant was a necessity and the time opportune for its establishment included D. H. Botchford, Columbia Steel Company; Mr. Burgess, Pacific Steel Company; Mr. Booth, Judson Iron and Steel Company, San Francisco; A. C. Denman, Southern California Iron and Steel Works; Mr. Hill, Llewellyn Steel Company, Los Angeles—these firms being engaged in manufacturing steel, merchant bar, mainly from scrap Mr. Rickard, of the *Mining and Scientific Press;* Mr. Smith, of Smith-Emery Company, Chemical and Testing Engineers, who was United States Government Commissioner for Iron and Steel during the war; J. J. Tynan, Bethlehem Shipbuilding Corporation; F. Baker, Baker Iron Works—all of California. In Washington and Oregon the same consensus of opinion was held by Mr. Monteagle, Pacific Construction and Engineering Company; Mr. Smith, Smith-Watson Engineering Company; Mr. Cullers, Northwest Steel Company; Mr. Morris, Puget Sount Iron and Steel Company; B. C. Ball and H. T. Humphrey, of Williamette Iron Works; John Hartman, Atlas Foundry; F. M. Foley, Griffen Steel Works; Mr. Wylie, Tod Dry Dock Company; George Danz, Hofius Steel Company; and others. Mr. Scott, representative of Midvale Steel Company, Pennsylvania, notwithstanding that his principals owned their mills in the East, was also of the same opinion, as were others dealers representative of Eastern mills, they stating that conditions were now such that owing to congestion of orders and difficulties of transportation a plant on the Coast as a necessity.

Metal-working Plants on Pacific Coast

There are a large number of metal-working plants on the Pacific Coast which at present, in addition to other material, consume approximately 1,000 tons of pig-iron and would use much more if it was procurable at a reasonable price.

Six plants, five in California and one in Washington, are engaged in manufacturing steel in open-hearth furnaces, producing 31,-000 tons per month, about 65 per cent. merchant bar, 1-4 to 4 inches, in rounds, squares and flats, and reinforcing-bars, 1-4 to 1 1-4 inches, and the balance angles up to 6 inches and beams and channels up to 8 inches. These mills now use about 96 per cent. scrap and 6 per cent. pig-iron, and would use 40 to 50 per cent. pig-iron if obtainable.

California has twenty-one iron-foundries, employing 2 300 men, using 30 to 50 per cent. pig-iron, the balance scrap, consuming about 4 500 to 5,000 tons of pig-iron per month. They could use at least 200 tons per day of pig-iron.

The five steel-making plants are willing to enter into a contract at present for 500 tons of pig-iron a day. Other metal-working plants, such as the Bethlehem Shipbuilding Corporation, now using 150 tons pig-iron, 200 tons of blooms and billets, and 50,000 tons of plates and shapes per annum; Baker Iron Works, of Los Angeles, engaged in fabricating structural steel for bridge and buliding purposes, with engineering-works, machine-shops, etc., would increase the market.

In Washington data compiled by the Seattle Chamber of Commerce shows present consumption of pig-iron would be about 75,-000 to 100.000 tons a year. The only plant now manfacturing steel in open-hearth furnaces is the Pacific Steel Company, with normal output of 4,000 tons per month. This

plant uses mostly scrap and a small percentage of magnetite from a deposit owned by the company on Texada Island. The engineering, forging, and manufacturing plants, car wheel and axle, and other plants foundries and machine-shops consume considerable amount and offer a growing market for pig-iron.

Oregon has thirty-five iron and steel-working plants, of which thirty-three are foundries; the consumption of thist State at present being estimated at 100,000 tons per year.

British Columbia has seventeen plants, ship-building yards, engineering and other works engaged in iron and steel-working industries, in addition to a number of foundries, machine-shops, and smaller plants, now consuming 3,010 tons of pig-iron and offering a market for much more if available; 6,050 tons of scrap cast-iron; 1,190 tons of scrap steel; 163 tons of billets; 1,825 tons of merchant bar; 15.270 tons of ship, tank and boiler plate; 8 715 tons of angles and shapes; 2,500 tons of rivets and rivet-bars; and 200 tons of structural steel a year.

British Columbia

While I have endeavoured to get as near as possible to the actual consumption of pig-iron in British Columbia, I do not think the returns given by the various foundries offer a fair criterion as to what the actual consumption would be if a blast-furnace plant was in operation in the Province and pig-iron procurable as a result at a reasonable price. The abnormal amount of cast scrap used is evidence of this. The increase in the cost of pig-iron since 1912 from, let us say, an average of $30 to over $70 compelled foundrymen to use scrap wherever possible.

The combined consumption of pig-iron and cast scrap in 1920 was approximately 9,060 tons.

According to data furnished by the Minister of Customs, Ottawa, the quantity and value of pig-iron imported into British Columbia for the fiscal year 1912 as 7,-648 tons, valued at $102,736; this value, of course, being the f.o.b. price, Liverpool, and not the selling-price here. If British Columbia could use practically 8,000 tons of imported pig-iron in 1912, it is reasonable to conclude that. owing to the increase in the industrial life of the Province, the requirements of pig-iron shoould be at least 15.-000 to 20,000 tons per annum; and that bears out my own personal observation and conclusion that present consumption of pig-iron in British Columbia will approximate 50 tons per day. When it is considered that in 1910 the consumption of pig-iron was only 2,000 tons the increase is remarkable.

The total quantities of the products of iron and steel imported in British Columbia for the fiscal year ending March 31st, 1912. was 58,674 tons. the invoice value of which was $1,988,701; for the nine months ending December 31st 1917. the value of the principal items of iron and steel. entered for consumption through ports of British Columbia was: Dutiable, $3.988.159; free, $1.664 576; a total of $5.652 735. This shows a great increase in consumption of products of iron and steel during the past five or ten years, and taken in conjunction with the greater market to the south, and across the Pacific to the Orient and Australasia forms an interesting basis for any one contemplating establishment of an iron and steel industry in British Columbia.

Iron and Steel-working Industries of British Columbia

Wallace Shipbuilding & Drydock Co., North Vancouver, is one of the pioneer shipbuilding and ship-repairing firms, Mr. Wallace having been in business for over twenty years. In 1907 an order was secured for a steel freight for English interests — a steamer of 5,000 tons—and since and particularly during the war this yard built a number of steamers, as well as carrying out considerable repair-work. At present two steamers are being built for the Dominion Government and a passenger-steamer for the Canadian Pacific Railway steamship service in British Columbia waters. The yard consumes now about 500 tons of pig-iron, 2,000 tons of scrap, 60 tons of billets, 500 tons of merchant bar, and 18,000 tons of structural steel per annum.

J. Coughlan & Sons, Vancouver, a firm established for fabricating structural steel for building purposes, took up ship-building in 1907. becoming very active during the war. Many steamers—over fifteen—up to 8,800 tons dead weight each, were built, and the firm has considerable work on hand, including two steamers for the Dominion Government. This firm has secured a contract from the Dominion Government for a large graving-dock at Vancouver, which carries a subsidy, and will then be in a position to undertake ship-repair work of any size. At present this firm, which has a large machine-shop, has no cast-foundry, iron castings being procured principally from the Wallace Foundry and heavy steel castings from Seattle and San Francisco, and light steel castings from the Opsal Steel Company or Vancouver Engineering Works. Mr. Coughlan, Sr., has been in business over thirty years in British Columbia. Present consumption per annum is about 200 tons of structural steel, 50 tons of billets and ingots, 200 tons of ship and boiler plate, 200 tons of tank-plates, and 2,400 tons of rivets and rivet-bars.

Vulcan Iron Works, Vancouver, commenced business about fifteen years ago at New Westminster. manufacturing logging and sawmill boilers, and later started building marine boilers. Most of the boilers for steamers built at the Wallace and Coughlan yards were built by this firm, and several boilers are now in hand for those two firms. The firm also constructs all kinds of tanks and digesters for pulp and paper mills. Present consumption is about 100 tons of pig-iron, 500 tons of scrap, 100 tons of merchant bar, 1,500 of ship and boiler plate, and 35 tons of structural shapes per year.

Canadian Northwest Steel Co., Vancouver, was originally a branch of Northwest Steel Company, of Portland, Ore., but is now a separate concern. Principal business is fabricating of structural steel for buildings and bridges. Annual consumption is about 50 tons of merchant bar, 1,000 tons of ship and boiler plate, and 1,950 tons of structural shapes.

Ross & Howard Iron Works, Vancouver established about 1890 by John Ross, Sr., and Jas. Howard, has since carried on business of iron founders and general machine-shop work. Present plant consists of machine-shop and large cast-iron foundry. During the building boom a considerable business was done in fabricating structural steel. They also build land and logging-engine boilers. Present consumption (annual) is 400 tons of pig-iron, 250 tons of cast scrap, 50 tons of steel scrap, 125 tons of merchant bar, 50 tons of ship and boiler plate, and 150 tons of structural steel.

Vancouver Engineering Works, Vancouver, was established over twenty years ago by Armstrong & Morrison principally for manufacturing steel pipe for water and hydraulic purposes. Later it was acquired by Colon F. Jackson and associates, who extended the business into engineering manufacturing. In addition to large machine and boiler shops, a cast-iron foundry and also a Bessemer cast-steel foundry is operated. It is practically the largest industry of the kind in the Province and would be in a position to extend the business very considerably if pig-iron could be purchased in the Province at a reasonnable price. Present connsumption per annum is about 500 tons of pig-iron, 400 tons of cast scrap 300 tons of steel scrap, 50 tons of billets, 300 tons of merchant bar and steel, including rivet-steel, 200 tons of ship and boiler plate, and 200 tons of structural shapes.

Opsal Steel Co. was established some years ago principally for manufacturing logging tools and lumbering equipment generally. When first established castings were purchased outside, principally from Sheffield. About four or five years ago an electric furnace was installed and castings are now being made by this process for the firm's own use and for the trade, principally from scrap steel. About 10 tons of pig-iron and 840 tons of scrap are being used at present per annum.

Maitland Engineering Co., Vancouver, has been established for some years and does a very fair business in marine and logging-engine repair-work. Consumption per annum is about 150 tons of pig-iron.

Sumner Iron Works, Vancouver, uses about 100 tons of pig-iron and 200 tons of scrap per annum.

Vancouver Machinery Depot, Vancouver, carries a large stock of second-hand machinery and has a machine-shop in connection with the warehouse, whereby alterations and repairs are made to logging-engines and other machinery. The firm also is agent for manufacturers of logging and other machinery in Seattle and San Francisco. Its annual consumption is about 50 tons of merchant bar, 20 tons of boiler-plate, and 10 tons of structural shapes.

Heaps Engineering Co., New Westminster, carries on the business of building logging, sawmill, and other machinery. Present consumption per annum is about 300 tons of pig-iron, 600 tons of scrap, and 80 tons of merchant bar, plate, and shapes.

New Westminster Iron Works, New Westminster, has been in operation for a number of years. Principal business is repair-work, and the firm does not enter to any extent into construction of new machinery. It uses about 3 tons of billets, 100 tons of merchant bar, 50 tons of plate, and 75 tons of shapes per year.

Yarrows, Ltd., Victoria.—This firm was originally carried on by Messrs. Bullen, Limited, as engineers and ship-repairers and was bought out by Yarrows, Limited, about ten years ago. Several steamers of both wood and steel have been built. as well as transfer-barges of steel for the Canadian Pacific Railway Company. The firm has not entered to any extent in the building of large steamers during the war, but secures a large percentage of the repair-work, using in conjunction with its marine railway the Government dry-dock at Esquimalt. Present annual consumption is about 100 tons of pig-iron, 150 tons of scrap, 50 tons of billets, 200 tons of merchant bar, 250 tons of plate, and 100 tons of shapes.

Victoria Machinery Depot, Victoria, established over twenty years, has been engaged

in general engineering, such as building of logging and sawmill machinery and small marine engines and boilers. Recently a steel-shipbuilding yard was added under the name of the Harbour Marine Company, Limited, and several steel steamers were built for the Dominion Government. Consumption of pig-iron is about 100 tons; scrap, 200; merchant bar, 250; plate, 250; and shapes, 100 tons.

Hutchison Bros. & Co., Ltd, Victoria engages in general engineering construction, annual consumption being about 150 tons of pig-iron and 250 tons of scrap.

Boundary Iron Works, Grand Forks, have an iron-foundry established about the time the Granby smelter was built in Grand Forks, and supplied castings to various mines in the district as well as to the smelters.

Nelson Iron Works was established over twenty years ago, by Mr. Hinton, who was later joined by Mr. Cunliffe, who at the time was running a small works at Rossland. This firm does an extensive business in repairing mining machinery and equipment, and uses about 150 tons of pig-iron, 200 tons of scrap and 150 tons of merchant bar and general structural steel per annum.

In addition to the foundries and plants mentioned, there are a number of small machine-shops which have small cupolas in connection with the motor-boat and automobile business where they make their own castings. Consumption of these foundries would run approximately 100 tons of pig-iron and 150 to 200 tons of scrap per annum.

Prospects of Export Trade

At present the entire Pacific Coast is dependent on the East and South for its supply of pig-iron and steel, with exception of a small tonnage of open-hearth steel produced from scrap at San Francisco and Los Angeles. Imports of foreign iron and steel are negligible; never likely to be of importance owing to cost of transportation. Therefore, as our principal market we have the Pacific Coast area, comprising California, Oregon, and Washington, which can only be reached by the Eastern manufacturer after paying transcontinental freight or a minimum water freight from Atlantic ports. The markets of South America are open on more than equal terms, and the great markets of Australasia, the Orient, and Siberia are available.

Regarding future prospects for development of the iron and steel commodities, at present Japan, Australia, New Zealand, Dutch East Indies, and most of the other countries on the Pacific are now importing practically all their iron and steel. There have been sporadic attempts by the Australian Government to develop an iron industry, but up to this time little progress has been made. During the next decade there will undoubtedly be a tremendous demand for railroad material, particularly iron and steel, principally in China, but also in India, the Dutch East Indies, Philippines, Australia, Borneo, and the west coast of South America. It is interesting to note in this connection that for ten months ending April, 1920, slightly more than $14,000,000 in steel rails were shipped to Pacific Coast countries, and that this item represented 60 per cent. of the total United States exports in this commodity. These rails were mostly of smaller and medium sizes, the percentage over 60 lb. being almost negligible.

Imports to the Pacific Coast States from the Pacific countries are negligible for practical purposes. There is very little probability of serious competition for a Pacific Coast plant from this source, for the reasons that, in the first place, the quality of the foreign production is not high, and, in the second place, that they are unable to compete on a cost basis owing to the high freight rates and cost of production at home.

With this extra business which would be open to a Coast plant, together with the local trade on the Coast, it is evident that no lack of market exists. In fact, the Eastern mills have been unable to supply the Western demands of late years and will have their entire capacity absorbed by the Eastern markets for a number of years yet. With operation of a steel-mill in this section naturally comes the establishment of subsidiary industries—foundries, tool-makers, machine-shops, large equipment and supply houses, and companies producing specialized articles, such as wire nails, pipes and tubes, etc. These likewise create a demand for more steel and cause an extension of the steel plant. Other industries depending on the use of machinery will also locate in the district.

The Tin-plate Industry

The tin-plate situation on the Pacific Coast is also interesting in this connection. Consumption of tin-plate on the Pacific Coast is well over 150,000 tons per year, but it is to the import and export phase of the subject I would refer to here. Importation of the ingots through San Franciso in 1917 was 376,085; in 1918, 537,794. In 1918 the United States imported 105,746,232 lb. of pig-tin from Asia and Oceania; 43 per cent., or 58,629,881 lb., was imported via Pacific Coast ports. Nearly all this pig-tin was shipped East at the then freight rate of 75 cents per 100 lb., and freight charges amounted to $439,724, or 1.40 per cent. of the total value, and much of this tin was manufactured in the East and reshipped back to Pacific Coast ports for export and domestic consumption.

In 1917 exports of tin-plate to foreign ports from San Francisco totalled 328,141 cases, in 1918, 358,655 cases; and during the first eleven months of 1919 the tin-plate exported through San Francisco totalled 14,127,213 lb. This is in addition to the large amount used on the Coast for domestic purposes, such as manufacture of cans and containers.

In 1918, 558,170,371 lbs. of tin-plate was exported to Asia, and 29 per cent., or 162,014,832 lb. was exported via Pacific Coast ports. The freight from Eastern tin-plate mills to the Coast at 60 cents per 100 lb., amounted to $972,088, or 5.40 per cent. of total value of the tin-plate at the then market price. Practically 3,180 car-loads of tin and tin-plate were transported to the East for manufacturing and returned as tin-plate at expense for freight carriage of $1,411,813. This represents the tin-plate exported and does not include the amount used for domestic consumption on the Pacific Coast, which tonnage is unquestionably as large, or larger, than the export.

There is obviously great necessity for blast-furnace and steel-mill plants on the Pacific Coast. Normal demands of the district are sufficient to maintain a large plant in continued operation and the entire metal industry would expand under its influence, and business, both domestic and foreign, which naturally belongs to the Pacific Coast, would be kept there. A blast-furnace on the Pacific Coast would also provide material from which local mills, or new mills established for that purpose, could roll the steel for manufacture of the vast tonnage of tin-plates now shipped here from the East under heavy economic loss and subject to delays and uncertainties of trans-continental shipment. It is reasonable to suppose that with an established local source of raw material capital would readily be found to build and equip necessary plants for manufacture of tin-plate and galvanized sheets and other light material for which there is a large and growing market.

As a result of the investigations I have made in British Columbia and in the several States of the Pacific Coast, I have compiled a table showing the normal consumption of British Columbia, Washington, Oregon, and California plants, and while this does not include a complete roster of all the plants, it shows that, based on the present normal consumption, there is an ample market for at least 1,000 tons a day of pig-iron, and if it can be produced for anything like the prevailing price being paid for scrap—now ranging from $27 to $32 per ton—I am convinced that there would be a market for at least 2,000 tons.

The following table shows the totals as checked by me at the various iron- and steel-working plants of the Pacific Coast of present normal consumption:—

Present Consumption of Iron and Steel by Pacific Coast Iron-Working Plants

	Pig-Iron	Scrap	Billets	Merchant Bar	Ship, Tank, and Boiler Plate	Angles and Shapes	Rivets and Rivet-Bars	Structural Steel
	Tons.	Tons.	Tons.	Tons.	Tons.	Tons.	Tons.	Tons.
British Columbia	3,010	7,140	163	1,825	15,270	8,715	2,500	200
Washington	91,800	14,800	12,100	950	.....	50	.....	.....
Oregon	93,000	93,500	500	1,500	10,150	500	7,000	18,000
California*	81,900	93,000	2,400	1,700	29,000	27,600	.....	.....
Totals	279,710	208,440	15,163	5,975	54,520	36,865	9,500	18,200

*In addition, ship, tank, and boiler plate and angles and shapes (combined), 50,000 tons

This table will show that there is no doubt that the market exists for the products of iron and steel, and essentially for pig-iron.

As the basic plant for the establishment of an iron and steel industry is a blast-furnace, I have taken every care to show the extent of the local market for the output of such a plant producing the various grades of pig-iron. I am, of course, aware of the fact that the success of ship-building and kindred industries on the Coast depends on absolutely being able to procure material for their various purposes on the Coast, so as to enable them to compete with Eastern and Old Country firms. All those interviewed say there is a market on the Coast for 2,000,000 tons of iron and steel a year; that is, the aggregate consumption of all grades, including tank, ship, and boiler plate, merchant bar, tool and mining steel, structural steel, shapes and agles, and also light rails. Any plant capable of turning out all these grades and sections of steel would mean a tremendous outlay in capital for rolls and other equipment, but if blast-furnaces can be established here and a supply of the various grades of pig-iron assured at a reasonable price, subsidiary companies would undertake the manufacture of the different grades and sections of steel to suit the market.

News and Views of the Association

There will be found each month in this department a record of the various activities of the Canadian Manufacturers Association during the preceding month. The information is supplied to INDUSTRIAL CANADA officially, and all members of the Association are urged to acquire the habit of reading and checking over the contents of the department carefully in order to keep themselves posted on the work of the Association

Executive Council Called to Meet on Sept. 7

The first meeting of the Executive Council since the annual meeting in Quebec will be held at the head office in Toronto on Wednesday, September 7, at 2.15 p.m. The meeting is being held earlier in the month than usual in order to take advantage of the presence in Toronto of Mr W. S. Fisher, the new president, who has been invited to give an address at the Canadian National Exhibition on Manufacturers' Day, September 8. The Exhibition will also bring a number of other members of Council to the city and altogether the date for the meeting should be a favorable one. As several important matters will have to be dealt with, a large attendance is greatly to be desired.

Information about West African Trade

At the request of Mr. D. J. S. Tyrer, of the Elder, Dempster & Co., Limited, Montreal, the following information about West African Trade is brought to the attention of members of the Association:—

"Last year two or three of the large corporations, who have their purchasing houses in New York, paid for their goods practically at the time of the vessels' sailing, from Montreal for West African ports, with the result that none of the merchants in this country were out of pocket for any length of time. Of course, this may not be the case in every instance; nor for the future; but we certainly think there would be very little likelihood of any of the merchants having to draw on West African ports, unless they were shipping to a native trader, as their business could be conducted through a British house, and they would only have to draw on Liverpool, Manchester or London as the case may be.

"It occurs to us that you might bring to the attention of your Association, the names of the two leading West African papers, which have a large circulation on the West Coast of Africa, and these are "West Africa" and "The African World," and their addresses are as under:

West Africa,
Temple Bar House, 28 Fleet Street,
London, E. C. 4, Eng.

The African World,
801, Salisbury House, London Wall,
London, E. C., Eng.

"We have not got the advertising rates by us, but if your members show any interest in our proposition, we shall be very pleased to obtain them, and we could then get the publishers to send us out several specimen copies."



P. A. Galarneau
Manager, Citadel Brick & Paving Block Co., Limited, Quebec. Chairman, Quebec City Branch, 1921-1922

On Important Mission from Great Britain

Among recent visitors at the Association offices in Toronto was Mr. Ben. H. Morgan, chairman of the council of the British Empire Producers' Association. Mr. Morgan was tendered a complimentary luncheon by the executive of the Toronto branch at the National Club on August 4, at which he told something of the origin and objects of the Association and explained the purpose of his present visit to Canada. Mr. Morgan left shortly after for the West and will be back in Toronto early in September, when he intends to discuss with the Association several of the matters which have brought him to Canada.

In his address at the luncheon, Mr. Morgan stated that the British Empire Producers' Organization had been found in the early stages of the war for the purpose of freeing Great Britain in future from the menace of dependence on foreign countries for many basic commodities It represented in London the leading producing association throughout the British Empire, including the Canadian Manufacturers' Association, and was working to secure that preferential treatment which would give the products of the various parts of the Empire access to the mother country's markets He instanced a number of cases in which success had been achieved

Touching on the immediate objects of his visit to Canada, Mr Morgan intimated that he intended to investigate the openings for the establishment of British industries in the Dominion. With the information secured he proposed to call into consultation several of the more important British manufacturing companies so that they might consider the advisibility of locating plants in Canada to hold their Canadian business Mr. Morgan admitted that there were difficulties in the wya. It was far easier for an American industry to come across the border since the same product would do for Canada, but the British industry would have to start at the very bottom and adopt its product to the Canadian demand.

Mr. Morgan has a considerable knowledge of Canada already, this being his ninth trip to America. He was the first trade commissioner to Australia and South Africa and his books on the trade and industries of these countries are well known to all students of Empire economic problems.

The chairman of the Toronto Branch, Mr. Easson, presided at the luncheon, which was attended by a number of prominent citizens including among others, Sir John Willison, S. R. Parsons, T. A. Russell, John G. Kent, W. C. Coulter, J. S. McKinnon, W. C. Noxon and W. H. Alderson, president of the Board of Trade. C. Howard Smith, 2nd vice-president of the C. M. A., moved the vote of thanks, which was seconded by Mr. Parsons.



W. P. Robitaille
Secretary-treasurer, Champlain Brewery, Limited, Quebec. Vice-chairman, Quebec City Branch, 1921-1922

Statement on Unemployment

Stand taken by representatives of Ontario Division at recent Provincial Conference on Unemployment

The governmen tof Ontario, having called a conference to consider the problem of unemployment in the province, and to devise means of lessening it, invited representatives of the C. M. A. to be present. At this conference, the following statement was presented by the representatives of the Ontario Division,—

Mr. Premier and Gentlemen:

"In calling this conference to deal with unemployment, the government and other representatives here are undertaking the solution of one of the most serious problems which concern the province to-day. The manufacturers of this province will do all in their power to help solve the problem. They will keep engaged as many people as it is possible to employ. Our Association has given this matter a great deal of attention during the past year and standing committees of our members are dealing with it in every province of this country.

"We beg to point out, however, that factories cannot operate very long unless the goods they make are being sold. For a few days or weeks factories can operate and pile up the goods in warehouses, but obviously there comes a time when all their ready money is exhausted by paying wages and buying materials, and the banks will advance no more credit. Consequently, unless the people of Ontario buy the goods made in the factories of Ontario, these factories cannot give very much employment.

We would respecively point out that during the past year the people of Canada imported from other countries manufactured goods to the value of $563,235,719.00. The greater part of these goods are made in Canada, and if they had been purchased here there would have been much less unemployment last year. If they wish to help reduce unemployment, the people of Canada should confine their purchases as far as possible to the goods made in Canada, and governments, whether Dominion or Provincial, should set the example and should refuse to send money abroad to buy goods which are made in Canada.

It has been stated that manufacturers should reduce prices of their goods in order to stimulate buying. In reply, we beg to point out that the prices of manufactured goods have very generally declined. We believe that they have been reduced to the lowest level possible nder present costs of manufacture.. Very few manufacturing companies in Ontario are making profits to-day, and a great many have suffered very heavy losses during the past year.

"We submit that part of the present unemployment during the present year has been voluntary. According to the Labor Gazette, published by the Department of Labor, Ottawa, 173,798 days were lost during the last four months in the Province of Ontario through strikes, in the following trades:—

Pattern Makers,	Paper Makers,
Upholsterers,	Printers
Machinists,	Moulders
Press Men	Garment Makers
Shoe Workers	Cigar Makers
Building Trades,	Stone Cutters
Painters	Butchers
Plumbers	Leather Cutters
	Spinners

We would advise that conferences should be held in the various municipalities of the Province in order to bring about a reduction in building costs. A great deal of building is being held up owing to the present excessive costs, $8,000,000 in Toronto alone.

We would like to point out in conclusion that unemployment in Ontario is chiefly seasonal. In the summer unemployment is at a minimum; in the winter it is at a maximum. This is partly due to the fact that in the autumn large numbers of men who have been employed on farms and elsewhere in rural districts, find themselves discharged and thrown on the labour market with no prospect of getting employment. We submit that farmers could assist in solving this problem by giving employment the year round to a larger number of workers, and especially during the coming winter to make special efforts to retain in employment their summer help.

"The declared policy of the Dominion Government is that unemployment should be dealt with locally by the various municipalities during the coming winter."



Arthur F. Hatch

Canada Steel Goods Company, Ltd., Hamilton, Chairman Transportation Committee, 1921-1922.

Testing Canadian Woods

The announcement has recently been made that the Board of Works for the United Kingdom has added certain Canadian timbers to the list of those used by the department. That the qualities of Canadian woods might be understood and the timbers thereby put to the best possible use was the object of the Minister of the Interior, Canada, in establishing the Forest Products Laboratories in connection with the Forestry Branch The laboratories are making mechanical and physical tests of Canadian woods and th eresults are published from time to time as the investigation of each species or group is completed. The information obtained is proving of great value not only to timber users in Great Britain and other countries, but also to Canadian engineers, architects and builders. Beginning with the more important species the investigation is to proceed until all woods having any commercial value are tested. Bulletins 59 and 60, the two so far issued on this subject, may be had free upon application to the Director of Forestry, Ottawa.

Made in Winnipeg

Supporting local industries has become quite a popular sport in Winnipeg. In advertising their annual picnic this summer, the North West Commercial Travellers' Association staged an industrial parade. The Winnipeg branch, C. M. A., and other organiztions co-operated and the procession created quite a sensation and was a huge success. Prizes were awarded for the best floats, the judges being Mayor Parnell; W. G. Fraser, chairman Prairie Division, C. M. A. and J. J. Moncrieff. First prize was won by Dominion Rubber System. The parade took about half an hour to pass and was a great boost for Made-in-Winnipeg goods.

Shoe and Leather Fair

The London Shoe and Leather Fair will be held this year in the first week in October (Monday to Friday, October 2 to 7) at the Royal Agricultural Hall, London, N. Nearly 400 firms will show their products, consisting of leather of all kinds, boots and shoes, machinery for tanners, leather workers and boot repairers, and accessory articles of all kinds in use in the shoe, leather and allied industries. Invitations to visit the Fair can be obtained by Canadian business men interested, on application to the British Trade Commissioners at 248 St. James St., Montreal; 260 Confederation Life Building, Toronto; and 610 Electric Railway Chambers, Winnipeg.

Automobiles in the West

In a bulletin giving automobile facts and figures for Western Canada in 1920, the *Nor' West Farmer* states that total registration for the three prairie provinces was 136,110 passenger and commercial cars. The aggregate value of these cars was approximately $198,992,820 Allowing a yearly average to each car of only 5000 miles and gasoline consumption at the low rate of a gallon to 22 miles, annual fuel requirements amounted to 30,932,888 gallons, costing at current prices about $13,919,799. Tire replacement made up an additional item of around $10,250,000 a year and lubricating oils $1,500,000. The cars would need 300,000 to 400,000 spark plugs every year, to say nothing of enormous requirements in batteries, tools, garage equipment and accessories of all kinds.

President Fisher Loses His Summer Home

Members of the Association will hear with regret that during the disastrous forest fires which wrought such havoc this summer in New Brunswick, the summer home of President W. S. Fisher at Westfield was completely destroyed. Mr. and Mrs. Fisher and their family had occupied the house for the past twenty-five years during the summer season and many pleasant associations were connected with it. The loss of the building and contents was accordingly a cause of much sorrow.

Transportation Department

Synopsis of Recent Decision of Board of Railway Commissioners and other transportation matters of interest.

General Order 344, *June 27th*, 1921.

This order deals with case of interpretation as to the meaning of "ordinary published rate" contained in Section 14, General Order 252, October 26th, 1918 (Interswitching Order).

The Board has ruled that the words "ordinary published rate" are to be construed to mean the rate that would be charged for the same movement as a local switching and not an interswitching operation.

Memorandum, Board's file 19367.125, *July, 7th*, 1921.

This memorandum deals with the question of interpretation as to the meaning of Item 10, page 34, Supplement No. 10 Canadian Freight Classification 16 which reads as follows:—

"Machinery and Machinery Parts, N.O.S.
Under 1,000 lbs. per piece:
Not crated or boxed .....1½L.C.L.
Crated or boxed .....1 L.C.L
1,000 lbs. or over, per piece, with connections and small detached parts boxed .....2 L.C.L."

The memorandum states the case for the application of the Security Traffic Bureau as follows:— "What really is in contest is whether, as intended by application, the machine being 1,000 lbs. or over that each piece, regardless of weight, moves on a second class rating; or whether, as intended by the Railway, each piece must be 1,000 lbs. or over to obtain the second class rating thereon."

The concluding section of this memorandum states as follows:— "As a matter of construction of the Classification the words "One thousand pounds or over" are to be read as qualifying the words "per piece"; that is to say, where there is a shipment of a piece of machinery 1,000 lbs. or over, the second class rate applies, and where there is a shipment of machinery of less than 1,,000 lbs. crated or boxed, the first class rate L.C.L. applies."

Ruling July 7th, 1921, *Board's file* 62723.2.

This ruling deals with complaint of S. B. Hemelford of Vegreville, Alta., as to refusal of the agent the carrier at Edmonton to seal box cars containing shipments of sand, such refusal making it impossible to collect claims for alleged shortages from such cars. The ruling contained in the letter from the Secretary of the Board dated July 7th, 1921. reads at follows:—

"Referring to your complaint herein, I am directed to state that the Board is of opinion that the sealing of cars is a matter for the protection of the railway company; that it is not, in its opinion, a service incident to transportation, such as is customary or usual in connection with the business of a railway company (section 312 (1) (e). The provisions of section 312 appear to be applicable to accommodation for transportation before, and in course of transit, but do not appear to extend to protection when in transit; such being the subject of liability of the railway company as insurers of the goods carried. The Board is further of opinion that it should not make any order requiring the railway company to seal cars."

Order 31271, *July* 15, 1921.

By this order the Board proves Supplement No. 1 to Express Classification for Canada No. 5. This Supplement contains a number of changes and should be studied by all concerned.

Judgment, July 21st, 1921.

This judgment deals with application of Levis Chamber of Commerce for establishment of the same rate on grain from Western Canada to Levis as is applicable to Quebec. On granting the application it is stated that consolidation of the Grand Trunk Railway and the Canadian National Railway would make the same rates to Quebec on business from certain territory, therefore this application should be allowed. The contention of the railways that the Quebec Bridge intervening should have a controlling effect because of the great expense involved both as to construction and maintenance was considered by the Board to be without foundation, it being stated that the cost of operation should largely govern the determination of just and reasonable rates.

Order 31318, *July 28th.*

This order deals with application Canadian Manufacturers' Association on behalf of the Office Specialty Manufacturing Company, Newmarket, Ont., requesting reduction in minimum weight on carload shipments of office furniture, filing cases and supplies. The decision dismisses the application on the grounds that in some cases the minimum could be loaded and where it could not, the question was a matter of unreasonableness, but rather a commercial condition that the Board could not order Railways to rectify.

Judgment, July 25th, 1921.

This judgment deals with application of Rubber Association of Canada for revised ratings on rubber tires and tubes both in carloads and less than carloads. An order will be issued carrying out this judgment which decides that a carload rating of 3rd class with minimum of 20 000 lbs. should be granted, that the less than carload rating on shipments in metal strapped and sealed bundles should be reduced to first class. The grounds for reduction in carload rate stated by the Chief Commissioner are that the U.S. manufacturers being accorded a rating of 3rd class which applies to Canada and importations being on the increase an undue preference was being given such manufacturers, therefore the Canadian ratnig should be adjusted in order that this condition be removed. The Assitant Chief Commissioner, in a separate report dissents on the ground that no part of the reduction. as he saw it, would go to the consumer. In regard to the L. C L. rating there is complete agreement that a reduction should be made as the package mentioned was considered equally as good as a crate.

Order 31311. *July 26th.*

Application of Ontario Fruit Growers' Association et. al., for order requiring Express Companies to reinstate provision for unlimited "stop off" to unload carload shipments fruit and vegetables originating Ontario destined Maritime Provinces. The decision dismisses the application. Judgment stated that the question of reasonableness or otherwise of the increase in rates brought about by the cancellation of this arrangement was really the matter to decide, and as this had not been shown Board could not so find, although it regretted that such was the case. The Assistant Chief Commissioner wrote a separate judgment on this question stating that the Board had no jurisdiction over the question contending that sub-section 1 (e), Section 312 of the Railway Act applies only to Railway Companies.

Order 31313, *July 26th.*

This decision deals with an application of the Harbor Commission and Board of Trade, Quebec, for an order requiring the same rate on grain for export via Quebec as is in effect via Montreal on shipments moving from Bay ports. The matter was dismissed on the grounds that no showing of discrimination had been made.

Order 31314, *July*, 27, 1921.

This decision deals with an application of Winnipeg Grain Exchange for an order disallowing certain tariffs naming rates on flax in bulk which were higher than 1c over rate on wheat. The particular rates involved are those applicable from various points in the West to the head of the Lakes. On the recommendation of the Chief Traffic Officer of the Board the application was dismissed.

Order 31329, *July 28th*, 1921.

This decision deals with an application made by the C.P.R. for authority to cancel "stop off" arrangements at Montreal, Outremont, and West Toronto on grain products, hay and potatoes for inspection and forwarding orders. The order requires the cancellation of the arrangement at Place Viger, Montreal and at Simcoe Street and Esplanade, Toronto, retaining in all cases the right of inspection as it now exists. It also requires the retention of the "stop off" arrangement for inspection, change of destination, or for orders at Outremont, and West Toronto, or Lambton as at present.

Judgment, August 3rd, 1921.

This judgment deals with complaint of Consumer's Metal Company against rates on scrap iron from points in Canada to points in the United States. The complaint resolved itself into relief from paying rates per ton of 2,240 lbs., higher than rates applicable to a net ton of 2,000 lbs. The complaint was dismissed it being stated that rates were not built on market price, but rather must be based on the cost to the Railway Company for performing the service. Quite a decline has already occurred in the price of scrap iron and this was one of the conditions of the complaint.

G. T. R. Arbitration

The final argument in connection with this question closed in Montreal on July 8th. The sittings have numbered 72 days, and the record of evidence and arguments some 8,000 pages of reporters notes; 518 exhibits have also been filed, while it has been rumoured that the decision would be issued in connection with this question on September 1st. It is quite easy to see that this will prob-

ably be quite difficult to accomplish and it will probably be some time later before a decision can be rendered.

Express and Railway Company Wages Reduced

The U. S. Labour Board July 12th issued an order reducing, August 1st, pay of American Railway Express employees by 6c per hour which amounts to about $8,000,000 per annum. By Addenum No. 2 the U. S. Labour Board amended its decision No. 119 continuing in effect the National agreements until the Board could consider the question. At the same time it cancelled the time and one half for over time except in cases where it was in effect prior to Federal control. In connection with the situation in Canada we find that on July 13th the shopmen reached a tentative agreement with a special committee from the Railway Association of Canada which calls for an average reduction of 8c per hour. On July 20th the United Brotherhood of Maintenance of Way employees and Railway shop laborers reached a tentative agreement with the same committee for reduction similar to that ordered by the U. S. Labour Board. This agreement affects about 40,000 employees. Canadian Railways advised all classes of employees that reductions in rates of pay practically the same as those ordered by the U. S. Labour Board took effect in Canada on July 16th. No changes of any importance have been made in agreements covering rules and working conditions for the various classes of Canadian railway employees.

U. S. Railway Financial Position

The Railways have made a claim against the U. S. Government amounting to $1,250,000,000. Of this amount $650,000,000 represents what is termed under-maintenance which the Railways claim the Government is responsible for. As there has been considerable controversy over this item it may be that it will have to be deducted in the final settlement. Even when this amount is taken away from the total there is left $600,000,000 half of which is covered by guarantees made by the Government when the Railways were placed under Federal control, and $220,000,000 which is the guarantee covering the six month period following return of the roads to their private owners. On the other side of the ledger there is an amount which the Railway Companies owe the Government of $750,000,000 which was paid by the Railway administration for betterments and additions during Federal control. The Railways desired that this debt be funded for ten years at 6%. There are a number of rumors that settlement will be made at an early date, but this, also carries with it the practical elimination of the item covering under-maintenance.

Car Supply

In United States on July 23rd there were 350,772 surplus cars and some 365 092 bad order cars. The bad order car situation exceeds the normal which is placed at 7% by 204,396. If we add this to the surplus we get a total idle cars of 555,168.

Express Companies Consolidate

Announcement was made on August 1st. that effective September 1st the operation of the Canadian Express Company and Canadian National Express Company will be consolidated and the combined business continued under the name of Canadian National Express Company. John Pullen, heretofore president of Canadian Express Co. will be president of Canadian National Express Co., and W. C. Muir, heretofore general manager of Canadian National Express Co. will be vice-president and general manager.

Death of James Hardwell

Transportation interests in Canada lost a notable figure in the death of James Hardwell, chief traffic officer of Board of Railway Commissioners, who died after a long illness on June 15. Mr. Hardwell was born at Plymouth, England, in 1851 and entered transportation service in Canada in 1874. Since when he held the following positions:—1874-1880, clerk in local freight office, G.T.R., Toronto; 1880-1884, clerk in division freight agent's office, G.T.R., Toronto; 1884-1897, chief clerk, district freight agent's office, C. P.R., Toronto; 1898-1904, division freight agent and afterwards assistant general freight agent, Intercolonial Railway, Montreal; 1904-1921, in service of Board of Railway Commissioners.

A writer in the *Toronto Board of Trade News* pays the following tribute to the late Mr. Hardwell:—

"By Mr. Hardwell's death, Canada has lost a great public servant, an able official, an indefatigable worker, and a most lovable personality. Probably few outside of the Board of Railway Commissioners and its officials, some of the railway companies' traffic officials, and the writer of this article, have any idea of the vast amount of work he performed in examining tariffs in analyzing evidence submitted at tariff hearings, and in many other ways. Endowed with a high sense of public duty, and a thoroughly judicial mind, he performed his duties with the utmost fidelity and impartiality, and was held in high respect, by both the transportation officials and the public with whom he had to deal."

Death of W. S. Tiltson

Another well-known traffic expert to pass away recently was W. S. Tiltson, manager of the Transportation Bureau of Montreal Board of Trade, whose death occurred on August 2. Mr. Tiltson was born in Manchester, England, coming to Canada as a boy with his parents. He was brought up and educated in Toronto and entered the local offices of the Grand Trunk, rising to the position of chief clerk in the divisional freight office. He later became chief clerk in the import freight department, C.P.R., Montreal. When the Montreal Board of Trade organized its transportation department in 1908 he was selected as manager. In this capacity he gained a great reputation and was regarded as one of the ablest traffic men in Canada

Tariff Department Bulletin

Record of recent Board of Customs Decisions, Departmental Rulings, Excise Tax Rulings and other useful information.

Board of Customs Decisions

Hard soap (not being whale oil soap or castile soap) when the fair market value thereof at the place of manufacture abroad is over nine (9) cents per pound wholesale, shall be rated for duty under tariff item 228, as soap, n.o.p, at the duty of 32½% under the general tariff.

"Spry Wheel" a small gasoline operated tractor, equipped with two handles, and designed for hauling small cultivating attachments, etc., declared entitled to free entry as a gasoline traction engine for farm purposes valued at not more than $1400. each, excepting cultivating or other attachments, which are held to be dutiable. In effect 20th May, 1921.

Bulmer's Champagne Cider, manufactured by P. Bulmer and Co., Hereford, England, declared dutiable under tariff item 150 at the rate of 75c per gallon.

Steel box strapping, 14 gauge and thinner, coated with oil only, per samples, declared to be entitled to entry under tariff item 384, at the rate of 12½% under the general tariff.

Monel metal in bars and rods, strips, sheets or plates, declared entitled to entry under tariff item 356, free of duty.

Crochet and Knitting books—declared that the following pamphlets and similar publications are dutiable under tariff item 178, at the rate of 15c per pound under the general tariff:

The Minerva Knitting Book—James Lees & Sons Company.
Blue Book of Blouses and Sweaters—(Bear Brand, Glossilla, Bucilla).
Manual of Yarncraft—Bear Brand Blue Book.
Blue Book of Crocheted and Knitted Bags and Ties—Glossilla Mfg. Co.
Elsa Barsaloux Sweater Styles.
Woolcraft—Beehive Knitting Booklets No. 9—J. & J. Baldwin & Partners.
Babies' Garments—Beehive Knitting Booklets No. 13, J. & J. Baldwin & Partners.
Knitted Comforts for Men on Land and Sea—J. & J. Baldwin & Partners, Ltd.
Livre D'Ouvrages au crochet fillet No. 4—J. & P. Coats.
Art in Knitting Monarch Yarns.
Art in Knitting Monarch Yarns—Floss—Down—Dove.
The Columbia Book of Yarns—Knitting—Crocheting.
Winnifred Clark Novelty Sweaters.
Priscilla Baby Book No. 1, Knitting and Crochet—Priscilla Pub. Co.
Priscilla Yoke Book—Crochet and Tatting.
The Priscilla Publishing Co.
Royal Society Crochet Book No. 17.

X-ray rubber gloves, per sample, declared to be duitable under tariff item 627 at the rate of 35% under the general tariff.

X-ray rubber aprons declared to be duitable under tariff item 619 at the rate of 35% under the general tariff.

"Roboleine," per sample, described as a tonic, declared to be duitable under tariff item 220.

Football boots, per samples, with unstitched soles, but which have leather discs nailed to the outer soles, declared to be dutiable under tariff item 611-(a) at the rate of 30% under the general tariff.

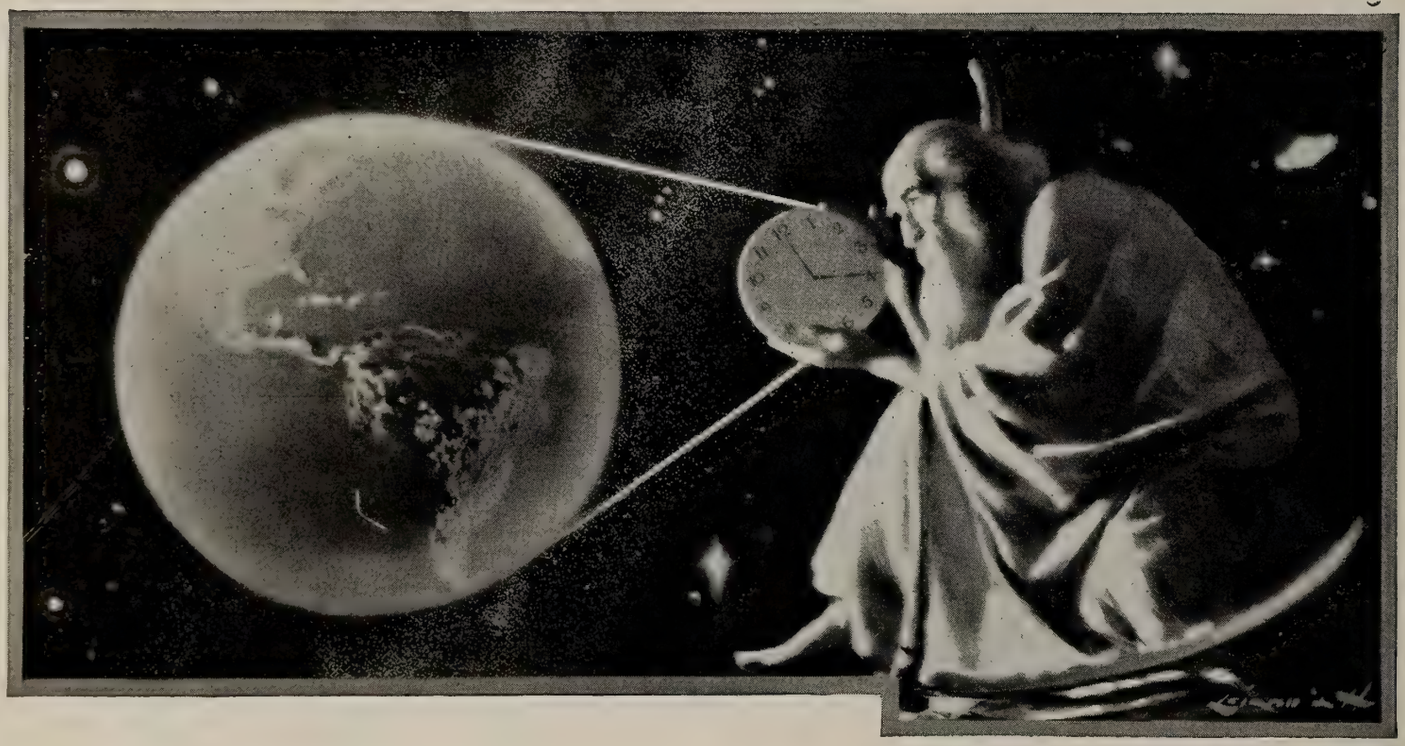
Cornell Wood Board per sample declared to be dutiable under tariff item 199, at the rate of 35% under the general tariff.

"Drug Topics" printed and published monthly for Lymans, Ltd, Toronto, declared

(*Continued on Page 78*)

INTERNATIONAL

Used Wherever Success



The World's Taskmaster

THE world's work of every kind is set by the clock. It is begun by the clock; its progress, step by step, is measured by the clock, and its ultimate value, whether it be finished or unfinished, is fixed by the clock.

The clock takes the measure of all values. For this reason, the records produced by the International Time Systems are the most efficient records in the world. They are written directly, mechanically and unerringly, by the steel hands of the World's Taskmaster—the Clock.

International Time Recorders trace costs to the fraction of the minute and penny, detect organization weakness, furnish irrefutable evidence of confusion and tardiness—constantly acquaint employers with the record-makers in their staffs, and supply a true and just tally of competent and indifferent employees.

In use wherever Time has a value-rendering justice to labor—protecting investment—sleeplessly supervising production—giving credit where credit is due—eliminating guesswork and suspicion. Infallable monitors of every form of activity. Indispensable, economical, wherever men or machines are engaged.

Originally a mere check upon arrival and departure, to-day an instrument of a thousand uses and a hundred forms.

The concern that has never used Time Recorders cannot imagine in how many ways these multi-use devices simplify management and control loss and leakage.

The smallest shopkeeper can afford them—the greatest corporation can't afford to be without them.

Used wherever success is a fixed habit.

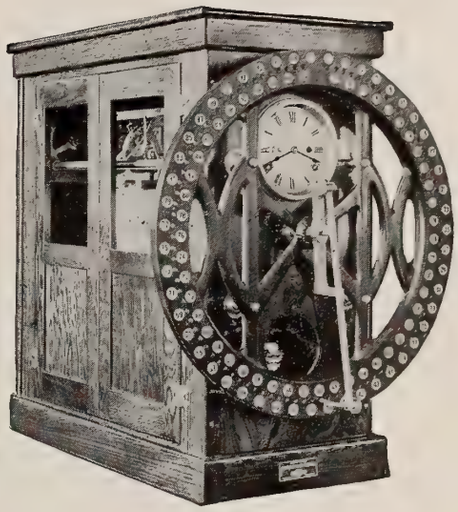
International Time Recorders Will Save You Money, Increase Your Profits and Promote Goodwill

TIME RECORDERS

is a Fixed Habit

An Office Staff of 20 Persons —and No Time Recorder

—You could borrow $12,500 for a year on what you lose



—our figures are not built on guesswork or theory.

—it is our bus'ness to KNOW.

—it has been our business for 30 years to stop cost wastes for governments, railways, factories and business houses.

Minute and careful surveys in thousands of offices prove conclusively that the AVERAGE COST of being without a time recording system is as fo'lows:

In an office employing 20 persons the average loss is 15 minutes per day, per employee. The total daily loss, therefore, is 300 minutes (or 5 hours). The yearly loss at this rate is 1,500 hours, which figured at 50 cents an hour is $750. At 6%, this $750 would obtain for you the use of $12,500 additional capital for a year.

If you have difficulty in understanding wherein such losses are possible, ask yourself the questions in the adjoining column. It is not a problem of ONE leak to stop, but of HUNDREDS.

Perhaps you will say: "But some of my clerks work overtime, at balancing periods, etc !"

Of course they do. They do in all offices, but what means have you of giving proper credit where credit is due for this work—not perhaps in actual money—but in establishing a record of a reserve of merit for the next promotion ?

An employer who neglects or refuses to use the International Time Recording System is standing in his own light. He can render justice neither to his own interests nor to those of his employees.

IS YOUR BUSINESS LIKE A SIEVE?

Not ONE leak but HUNDREDS to be stopped—Ask yourself these questions:

How many employees are 5 to 15 minutes late in the morning ?

How many take 10 to 20 minutes extra for lunch ?

How many stroll out a few minutes ahead of time ?

All for the reason—no place to register their time mechanically.

International SPEED ACCURACY ECONOMY Business Machines

International Business Machines Co., Limited

FRANK E. MUTTON, Vice-President and General Manager

HEAD OFFICE AND FACTORY—Royce and Campbell Avenues, TORONTO

For your convenience we have Service and Sales Offices in Vancouver, Winnipeg, Walkerville, London, Hamilton, Toronto, Ottawa, Montreal, Quebec, Halifax, St. Johns, Nfld.

Also manufacturers of International Dayton Scales and International Electric Tabulators and Sorters

Tariff Department Bulletin

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to be dutiable under tariff item 178 at the rate of 15c per lb. under the general tariff.

Declared that articles entered as "complete parts" under tariff items 446, 446 (b) and 591 are not subject to drawback under tariff item 1026, Schedule B.

Value for Duty Purposes of Goods entered for Warehouse, in effect on and after 6th June, 1921:

In determining the value for Customs duty purposes of goods entered for warehouse prior to June 6th, 1921, and entered ex-warehouse for consumption on and after that date the provisions of Sec. 90 of the Customs Act shall apply as follows:

> "Duty shall be payable in all cases on the quantity and value of goods in the warehouse, as ascertained and stated on first entry or as originally warehoused."

It is understood nevertheless that the provisions of the Act to amend the Special War Revenue Act, 1915, in effect from 10th May, 1921, as respecting tax on sales apply to all such importations when entered ex-warehouse for consumption.

Departmental Rulings

"Kor-Ker" Puncture Cure, manufactured by the Alcemo Manfg. Co., Newark, N.J., ruled to be properly dutiable under tariff item 220 (a) at the rate of 25% under the general tariff.

Fabrics made wholly of material described as "Visca" or "Celophane" or of such material and cotton yarns or thread, when over six inches in width, are rated as cotton fabrics. (These fabrics as a rule are used in the manufacture of ladies' hats.)

Cellucotton, used as an absorbent for surgical purposes, ruled to be dutiable under tariff item 236 at the rate of 20% under the general tariff.

Oil engines, Diesel type, stationary and marine, 100 to 150 H.P. inclusive, are now made in Canada and such engines are therefore not entitled to entry under tariff item 470.

Excise Tax Rulings

BUTCHERS: Who sell cured and smoked hams and bacon and retail same from stalls on the market are not required to obtain a Sales Tax License nor pay a Sales Tax thereon.

COTTON SEED MEAL has been ruled to be exempt from sales tax as being of oil cake meal.

GOLD AND SILVER SWEEPINGS have been ruled to be exempt from sales tax as gold and silver unmanufactured.

GOODS EXPORTED IN SAME CONDITION AS PURCHASED: On page 7 of the Excise Tax Pamphlet issued by the Association (Circular 318, dated June 25th, 1921) it is stated that where a Canadian firm purchases goods and instructs that the goods be shipped to itself at some point in Canada, sales tax will apply, and if the purchaser should subsequently export the goods he will not be entitled to any refund or drawback of the sales tax paid by him at the time of purchase.

The Department of Customs and Excise has since ruled that when goods are subsequently exported, the purchaser may obtain a refund of the tax paid by him at time of purchase, upon production of satisfactory proof of such payment and of the exportation of the goods.

JOB PRINTERS: On pages 5 and 10 of the Excise Tax Pamphlet (Circular 318) is published a ruling of the Department of Customs and Excise issued in June to the effect that job printers whose annual turnover is less than $2,000 are classed as retailers, and sales by them exempt from sales tax. The Department of Customs and Excise state that the status of job printers is receiving further consideration. It is expected that the above ruling will be cancelled.

RETAILERS: The following ruling is set forth in a recent circular issued by the Department of Customs and Excise. The Department states that retailers will be held responsible for payment of the tax under the conditions mentioned herein as respects all sales made on and after 10th May, 1921.

1. In the case of a firm selling exclusively by retail and making goods to the order of a customer exclusively, the sales tax is not applicable.

2. If a firm is selling exclusively by retail and manufactures goods to the order of each individual customer, and also manufactures goods for stock it is held that the sales tax is applicable in respect of the goods which are manufactured for stock only.

3. If a firm is selling partially by retail, but doing business also with the trade, the tax is applicable in respect of their entire business, provided, however, that the accounts of the manufacturing or wholesale branch may be segregrated from the retail branch.

ICE CREAM: The Department of Customs and Excise has issued the following ruling in respect to sales on ice cream:— On and after 10th May last, sales of ordinary ice cream by manufacturers are subject to sales tax at the rate of 3%, to be computed upon a basis of valuation of $1.00 per Imperial gallon.

If so desired, the selling branch of a company may be segregated from the manufacturing department and sales tax of 3% would then be payable on the sale of ordinary ice cream from the manufacturing department to the selling branch, to be computed upon the basis of valuation of $1.00 per Imperial gallon.

The sale of ordinary ice cream under the conditions above defined by the selling branch to the public, including retail dealers, is not subject to a further sales tax in view of the fact, that sales tax of 3% has already been levied and is collectible thereon.

Marking of Goods

A copy of the new statutory provision relative to marking country of origin on imported goods was mailed to members on 15th June.

The regulations under which this new Act is to be administered have just been issued by the Deparment of Customs and Excise — copy hereunder. We solicit your careful consideration of these regulations. An Order-in-Council has been passed postponing until the 31st December, 1921, the enforcement of these regulations.

The Department of Customs and Excise states that it is expected additional rulings and regulations will be issued from time to time. Therefore, if any of our members desire to make representations respecting the application of the marking provision to any particular commodity or industry, arrangements should be made to place the matter before the Department of Customs and Excise for consideration. The services of the Tariff Department are at the disposal of our members in this connection.

Regulations

1. This law applies to "all goods imported into Canada" and consequently includes goods originating in the United Kingdom, British Colonies and British Possessions.

2. The country of origin of a manufactured article may be the country in which the article has been finished by a substantial amount of labour amounting to not less than one-fourth the cost of production of such article in condition imported.

3. Goods entered for immediate exportation or in transit through Canada are not required to be marked.

4. When imported goods are found to be not legally marked, the Appraiser will note the fact on the invoice and the additional duty shall be levied accordingly.

5. The Appraiser will report all articles (and packages as hereinafter provided for) not properly marked to the Collector, who will notify the importer to re-deliver the unexamined packages or to arrange to mark the same and their contents under Customs supervision.

6. The importer may be permitted to mark examined packages and their contents in Customs warehouse, or arrange for the marking of same under Customs supervision on the premises of importer.

7. Whether the marking found on goods in condition imported is as nearly indelible and permanent as the nature of the goods will permit is a question of fact to be determined in each instance by the Collector, subject to the decision of the Commissioner of Customs and Excise.

8. If the importer fails to mark goods when called upon to do so by the Collector, the Collector may require the same to be exported, and in default thereof, the goods shall be treated as unclaimed, dating from time of importation, and if sold, must be sold on condition that they be marked by the purchaser under Customs supervision.

9. Goods not susceptible of permanent marking may be stamped or labelled for purposes of delivery.

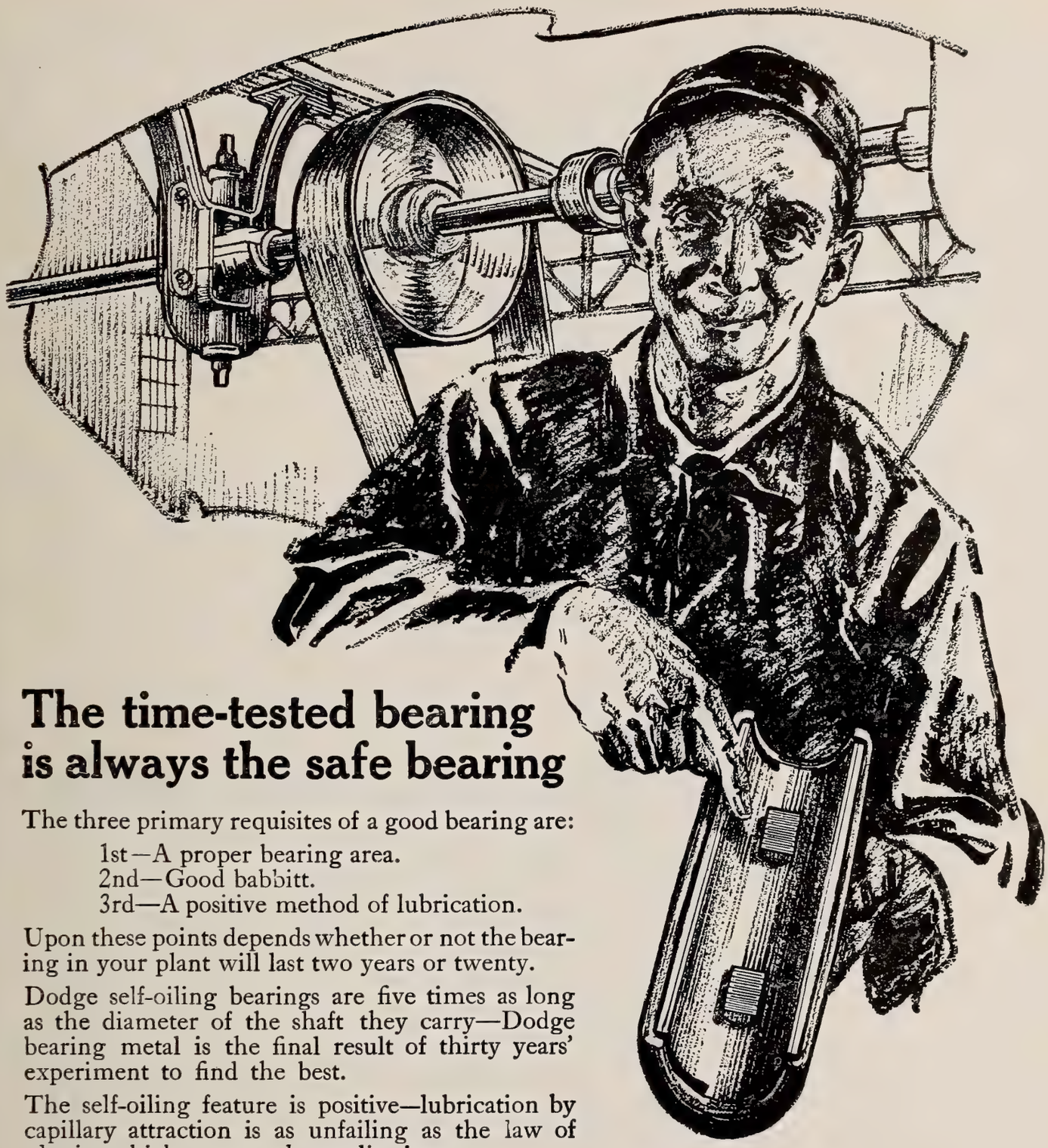
It will be found that while certain kinds of goods, as for example, chinaware and porcelain are capable of being permanently and indelibly marked in the process of manufacture, it is commercially impracticable to so mark them afterwards.

Goods of this class, if not so indelibly marked in condition imported, will be subject to the additional duty as provided, but may be released upon being marked by the importer in a manner as nearly permanent or indelible as the nature of the article will permit, as for example, by gummed labels or rubber stamp.

10. Where articles themselves incapable of being marked without injury are imported in bands, wrappers or containers, or on cores or spools, such bands, wrappers, containers, cores or spools shall be marked so as to indicate the country of origin.

11. Imported containers or wrappers intended to be filled with or used upon domestic products are to be marked as required by the Act, but in order to avoid the possibility of origin other than Canadian being imputed to domestic products sold in such imported containers or wrappers because of the mark-

(*Continued on Page 80*)



The time-tested bearing is always the safe bearing

The three primary requisites of a good bearing are:

1st—A proper bearing area.
2nd—Good babbitt.
3rd—A positive method of lubrication.

Upon these points depends whether or not the bearing in your plant will last two years or twenty.

Dodge self-oiling bearings are five times as long as the diameter of the shaft they carry—Dodge bearing metal is the final result of thirty years' experiment to find the best.

The self-oiling feature is positive—lubrication by capillary attraction is as unfailing as the law of physics which governs the application.

Dodge bearings are built for long, hard service; when shafts are properly aligned and installed they constitute the most economical and least troublesome "roadbed for power" possible.

The capillary bearing is self-acting and needs but one filling of oil in each six months. Only clean oil reaches the shaft. The normal depreciation of this frictionless bearing will not exceed 2% per year. Can you find another lineshaft bearing that may boast as low an upkeep cost?

DODGE

Power Transmission Machinery

Dodge Manufacturing Company of Canada, Limited

Factory and Main Office: TORONTO, Ont. Eastern Branch: MONTREAL, Que.

Tariff Department Bulletin

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ing of the latter, the words, "Container (or wrapper) made in ....." shall be used.

It will not constitute a non-compliance with the Act, however, so as to involve the levy of the additional duty, if the word "Container" or "Wrapper" as provided in the preceding paragraph be not used in the marking of the goods as imported, but before release from Customs, this additional marking will require to be done.

12. The name of the country of origin is required to be the English or French name of such country. Hence for example, the use of the word "Nippon," which is the Japanese word, the English equivalent of which is "Japan," will not constiute a legal indication of country of origin on Japanese merchandise.

13. The name of a city, province, state, department or other division of a country of origin will not be regarded as an indication of country of origin as required by the Act.

For example "Made in Saxony" will not be accepted as a compliance with the Act, Saxony being a part of the country known as "Germany," nor will "Made in Massachusetts" be sufficient, that being one of the States of the country known as the "United States of America."

"Made in U.S.A." will be accepted as a sufficient indication of the "United States of America" as country of origin.

"Made in England," "Made in Scotland" or "Made in Ireland" will, notwithstanding the above general regulations, be accepted as sufficient indication of "The United Kingdom of Great Britain and Ireland" as country of origin.

14. Fabric gloves are in opinion of the Department capable of being marked without injury either by stamping or by means of gummed labels on the inside of the wrist, where the brand or trade mark usually appears.

15. Hosiery may be so marked upon the foot where the brand or trade mark usually appears.

16. Cloth and material in the web or roll capable of being marked without injury shall be so marked with indication of country of origin upon each three yards thereof, and in case of carpets upon each five yards thereof.

17. The cases, dials and movements of watches and clocks, whether or not assembled or attached, shall separately have country of origin cut, engraved, die-sunk, painted or printed thereon conspicuously and indelibly. This marking may be on inside of the case, the face of the dial and the plate of the movement.

18. The following goods will not be required to be marked with the indication of country of origin, viz.:

Metallic goods which are not intended for sale to the cusomer in the condition imported but which are merely raw material for use in the manufacture of articles in Canada; crude rubber, crude clay, hides and skins, raw furs, corkwood unmanufactured, marble and stone in the rough, broom corn and bristle, fibre, rags.

Partly manufactured materials to be further manufactured or finished in Canada before passing to the consumer.

Completely manufactured parts for incorporation into articles of Canadian manufacture before passing into use by a consumer, or

Partly or completely manufactured parts for use as repairs to articles made in Canada or imported and already indelibly marked with other country of origin.

Provided that there shall be incurred in Canada at least 25 per cent of the total cost of production of the article going into consumption in Canada into the manufacture or construction of which such raw material or partly or completely manufactured parts shall have entered.

And provided that on every entry at Customs of goods as described in this Section a statement shall be placed by the importer certifying to facts sufficient to classify the importation within the provisions of this section.

19. The statute requires that the country of origin be indicated in the marking. Hence the word "Made," "Produced" or "Grown" may be used in the marking to suit the circumstances.

Additional rulings and regulations issued from time to time by the Department will be communicated to Collectors of Customs and Excise by circular.

British Columbia's Aid to Industry

Provincial Department of Industries issues second annual report showing progress that has been made.

There has recently been issued from the office of the King's Printer, Victoria, the second annual report of the British Columbia Department of Industries, this covering the year ended December 31, 1920. The report carries with it a great deal of interest both from the standpoint of the industrial development which it records and from the fact that British Columbia is the only province which has extended government aid to industry.

Major Martyn, Industrial Commissioner, reports as follows to the Lieutenant-Governor in Council:—

The Department of Industries as at present organized consists of the Minister of Industries, the Honourable John Oliver; a Deputy Minister, known as the Industrial Commissioner, Major Donald B. Martyn; and an Advisory Council to the Industrial Commissioner, acting without pay, who are: Major R. J. Burde, M. C., M.P.P., Port Alberni; F. G. Dawson, Prince Rupert; Joshua Kingham, 1004 Broad Street, Victoria; James H. McVety, Labor Temple, Vacouver; J. E. W. Thompson, c/o Restmore Manufacturing Co., Vancouver; Nicol Thompson, 847 Beatty Street, Vancouver.

"The Advisory Council of the Department of Industries held five meetings during 1920 to consider the applications for loans made to the Department.

"During the year 1920 considerable activity has been manifested in developing the iron and steel industry on the Pacific coast. There are several syndicates in the field making surveys of the ore flux and fuel. The Department has co-operated in every instance, and to complete the information at present available in respect to markets, the Department had Mr. Nichol Thompson, a member of the Advisory Council, make a survey of the Coast markets and collect data in respect to possible export markets. He reports a present market on the Pacific Coast for 1000 tons of pig iron per day, sufficient to absorb the output of blast furnaces of considerable size.

"During the year the Department made a survey and list of the various industrial plants in operation in the Province and prepared a summary of the number of firms engaged in each industry, the wages paid, the number of employees, and the average wage. As an addition to this a complete list of the industries of British Columbia has been compiled showing the nature and location.

"The large number of applications coming under the review of the Advisory Council of the Department, which in their opinion did not possess a reasonable prospect of success, prompts them to recommend the introduction at an early date of a blue-sky law. In many cases applications were submitted in respect to industries where the promotion could be placed in the category of a wildcat promotion. It is the opinion of the Advisory Council that the industrial development of the province would be furthered by a blue-sky law."

Total number of applications under advisement at Dec. 31, 1919	6
Total number of applications under investigation at Dec. 31, 1919	45
Total number of applications received to end of Dec. 31, 1920	362
Total amount applied for during 1920	$ 3 044,050.00
Total amount of loans approved	$ 630,658.48
Total amount of loans under advisement	$ 75,000.00
Total number of applications refused	306
Total number of applications granted	60
Total number of applications under advisement	4
Total number of applications under investigation	43

The total amount for new industrial development subscribed by the various companies and by loan from the Government totalled $1,662 012, which is expected to provide permanent employment for between 1,047 and 1,057 men. Government aid has involved a wide variety of lines covering wood working establishments, fish curing, woolen goods, toys, engine and machinery building, brick making and a large number of other industries.

In connection with loans that have been issued, there is at present overdue on principal account $4.883, and on interest account $351, making a total of $5,230. Dusbursements and receipts of the development funds for the year 1920 show a balance at the credit of the fund as at January 1st, 1920, of $19,576. Advances were made from the Provincial treasury of $815.000 and refunds of loans and interest totalled $11.642, making a total amount of receipts of $846,219. Disbursements on account of loans granted totalled $836 671, leaving a balance at the credit of funds at the end of last year of $9.547, giving a total of disbursements and credit balance of $846,219.

IT PAYS FOR ITSELF

By Saving Your Material



There never was a time when so many people were ready to dispute the ownership of anything.

The sense of security, possessed by those whose property is guarded day and night with **Frost Non-Climbable Property Protection Fence,** cannot be measured by dollars and cents. Centralize your workmen's entrance and exit; close up dangerous outlets from factory yards; stop the careless gang, the agitator, tramp, organizer and all other undesirables from trespassing on your grounds.

You can see this fence protecting any of the following Canadian properties:



The Barrett Company, Toronto
Canadian National Carbon Co., Toronto
Warren Bituminous Paving Co., Toronto
Canadian Steel Tire & Wheel Co., Montreal
Imperial Tobacco Co., Montreal
McClary Manufacturing Co., London
Fittings, Limited, Oshawa
Pedlar People, Oshawa
Hull Iron & Steel Co., Hull
Steel Co. of Canada, Hamilton
Porritts & Spencer, Hamilton
Hamilton Bridge Works, Hamilton
Canadian Shovel & Tool Co., Hamilton
Dominion Glass Co., Hamilton
Norton Company, Hamilton
F. W. Bird & Son, Hamilton
Imperial Cotton Co., Hamilton
International Malleable Iron Co., Guelph
Empire Cotton Co., Welland
White's Limited, Collingwood
Knit-to-Fit Co., Montreal
Belding Corticelli, Limited., Montreal
Burlington Steel, Hamilton
Canadian Cottons, Montreal
and many others

MANUFACTURED BY

FROST STEEL AND WIRE CO., Limited

Hamilton, Canada

Canadian Company Changes Name

The Late Horace E. Horton Honored by Company He Founded in '65



OUR announcement that the Canadian Chicago Bridge & Iron Company, Ltd., has changed its corporate name to Horton Steel Works, Limited, is not a complete surprise to those who have known the history of this company; for as it was founded by the late Horace E. Horton, a well known engineer, it seems quite appropriate that in his honor the corporation adopt his name as its own.

It was in 1865 that Horace E. Horton, then a young man of twenty-six, attempted his first engineering project, the building of a wooden highway bridge at Oronoco, Minnesota. "That a mere youth should combine the technical skill, the address to convince the authorities that the design was adequate, procure financial assistance and have the business ability to execute such a work, point out a man of very unusual powers and qualities," reads a memoir to Mr. Horton printed in the *Transactions* of the American Society of Civil Engineers. This pioneer structure was completed successfully in about 1866 and in the successful execution of the project, Horace E. Horton laid the foundation for the brilliant career which was to follow.

Mr. Horton's business grew and he became well known as a builder of bridges in the northern states and later in Canada, where expansion of the company's business made the establishment of a separate Canadian company necessary. The business was later named the Chicago Bridge & Iron Works when timber structures had become recognized as being less economical than steel and the character of the business had been transformed into the building of steel structures.

It was in 1892 that Horace E. Horton made an invention which has revolutionized the elevated tank business of the world.

Prior to that time elevated tanks were mostly wooden "tubs" and the few steel tanks that had been built were merely flat bottomed imitations of the wooden tank supported on a tower capped by an elaborate grillage of sufficient strength to support the flat bottom.

The hemispherical-bottom tank which Mr. Horton invented embodied two essential elements which made the steel tank adaptable to many uses and a safer and more economical structure. This tank consists of the usual cylindrical steel shell, but the bottom is hemispherical and is supported entirely by its connection with the bottom of the shell, the whole tank being supported by columns riveted directly to it.

"He brought out these two essential elements which made the steel tank commercial without over a half hour's study," says his son, George T. Horton, president since his father's death of the company just renamed the Horton Steel Works, Limited. "The more I think of this one thing, the more remarkable it seems."

As thousands of hemispherical bottom tanks have been built all over the world since this invention was brought out by Mr. Horton it is evident that it has filled a real need. Many municipalities, industrial organizations and engineers can testify to the important features of this tank; for it does not leak, cannot rot, burn or burst and it has a life of seventy-five years or so—four or five times that of the ordinary and rapidly disappearing wooden tank.

Horace E. Horton invented and put on the market a tank of real worth to mankind. It is appropriate that the organization which he founded in 1865 commemorate his achievements by taking the name which Mr. Horton was too modest to give to his own company.

In addition to elevated water tanks, the Horton Steel Works, Limited, designs, fabricates and erects all classes of heavy steel plate work.

THE CANADIAN CHICAGO BRIDGE & IRON COMPANY

ANNOUNCES

THE CHANGE OF ITS CORPORATE NAME TO

HORTON STEEL WORKS LIMITED

IN HONOR OF ITS FOUNDER, THE LATE HORACE E. HORTON

Main Office and Works, Bridgeburg, Ont.
C. H. Scheman, General Manager

Eastern Office, 260 St. James St., Montreal
G. S. Sangdahl, Manager



The hemispherical bottom tank invented by Horace E. Horton, founder of the Horton Steel Works, Limited.

Then Came the Elliptical Bottom

AFTER Horace E. Horton, founder of our company, had invented the hemispherical-bottom tank which made the Horton elevated tank the one tank built with the economy and strength of a steel bridge, we invented and put on the market another great improvement.

This was the Horton elliptical-bottom tank which embodies improvements of greater value and importance than any design yet developed.

This Tank Cuts Pumping Costs

Compare the shape of the tank here pictured with the shape of the ordinary tank. Note that it is relatively shallow in comparison with its diameter.

Now before telling why this reduces pumping costs you should recall that your tank—any tank—is elevated to a sufficient height to cause the water to flow out at the pressure you require. It's just like pouring water out of a pitcher—the higher you hold it, the greater the force of the falling water. Suppose the tank is to be elevated 90 feet to give the desired pressure. That means the bottom of the tank has to be elevated to that height so when the tank is nearly empty the pressure will not be lower than that desired.

Now you can readily see that if the tank proper is 65 feet high when you are filling the tank your pumps have to pump against an average height of 122.5 feet ($90 + \frac{65}{2}$) when the tank is being filled. In other words the higher the tank proper the more pumping force (and more coal or electric power) required to fill it.

That is why the Horton elliptical-bottom tank is **low** and **wide.** Let's see what this means in a concrete case.

Suppose the required capacity of your tank is 500,000 gallons, and that to get a certain working pressure you must elevate the bottom



of the tank 90 feet above ground. Now look at the figures.:

	The ordinary tank	The Horton elliptical bottom tank
Height of bottom above ground	90 ft.	90 ft.
Height of tank proper	65 ft.	35 ft.
Height of top of tank above ground	155 ft.	125 ft.
Waste height against which pumps work whenever they fill your tank		30 ft.

Dividing 30 feet by 125 feet, we have 0.24 or 24%.

In other words your pumps work against an average **additional** height of 15 feet (half of 30), or over 12 per cent, when your tank is **not** a Horton elliptical-bottom tank.

Saving this waste in pumping costs is well worth while, but this is not the only advantage of the Horton tank. There are several others of great mportance which we will be glad to outline to you.

Write to-day for full information on your requirements

HORTON STEEL WORKS

Formerly **CANADIAN CHICAGO BRIDGE & IRON COMPANY** LIMITED

MONTREAL, QUEBEC
1007 Bank of Toronto Bldg.

BRIDGEBURG, ONTARIO
121 Janet Street

MAIN OFFICE AND WORKS: BRIDGEBURG

HORTON

Executive Council for Year 1921-1922

Members Elected at Annual Meeting at Quebec

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SECOND VICE-PRESIDENT

C. Howard Smith — Howard Smith Paper Mills, Ltd. — Montreal, Que.

TREASURER

Thos. Roden — Roden Bros., Ltd. — Toronto, Ont.

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T. P. Howard — The Howard Smith Paper Mills, Limited — Montreal, Que.
W. J. Bulman — Bulman Bros., Ltd. — Winnipeg, Man.

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x Joseph Picard — Rock City Tobacco Co., Ltd., The — Quebec, P.Q.

Insurance Committee

x Arthur Hewitt — Consumers' Gas Co. of Toronto — Toronto, Ont.

Legislation Committee

x C. J. McFarlane — Canadian General Electric Co., Limited — Toronto, Ont.

Membership Committee

x Paul E. Joubert — Lamontagne, Limited — Montreal, Que.

Publishing Committee

x J. F. M. Stewart — Pointe Anne Quarries, Ltd. — Toronto, Ont.

Commercial Intelligence Committee

L. L. McMurray — Gutta Percha & Rubber, Ltd. — Toronto, Ont.

Transportation Committee

x Arthur F. Hatch — Canada Steel Goods Co., Ltd. — Hamilton, Ont.

Education Committee

x B. W. Coghlin — B. J. Coghlin Co., Ltd. — Montreal, Que.

Industrial Relations Committee

S. R. Parsons — British American Oil Co., Ltd. The — Toronto, Ont.

ELECTED MEMBERS EXECUTIVE COMMITTEE

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Maritime Provinces

L. W. Simms — T. S. Simms & Co., Ltd. — St. John, N.B.

Ontario

W. C. Coulter — Booth-Coulter Copper & Brass Co., Limited — Toronto, Ont.

Prairie Provinces

W. G. Fraser — Beaver Soap Company, Ltd. — Winnipeg, Man.

Quebec

J. H. Fortier — P. T. Legare Co., Ltd. — Quebec, P. Q.

CHAIRMEN OF BRANCHES

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C. A. Graham — Great Western Garment Mfg. Co, Limited — Edmonton, Alta.

Hamilton

F. J. Gernandt — International Harvester Co. of Canada, Limited — Hamilton, Ont.

Kitchener & Waterloo

J. H. Baetz — Baetz Brothers & Co. — Kitchener, Ont.

Medicine Hat

Chas. Pratt — Medalta Stoneware, Ltd. — Medicine Hat, Alta.

Montreal

B. W. Coghlin — B. J. Coghlin Co., Ltd. — Montreal, Que.

Moose Jaw

H. G. Love — Dominion Fire Brick & Clay Products, Limited — Moose Jaw, Sask.

Niagara Falls

E. T. Pollard — Pollard Mfg. Co., Ltd. — Niagara Falls, Ont.

Peterboro

J. J. Turner — J. J. Turner & Sons — Peterboro, Ont.

Quebec City

P. A. Galarneau — Citadel Brick & Paving Block Co., Limited — Quebec, P.Q.

Regina

Chas. Watson — Great West Saddlery Co., Ltd. — Regina, Sask.

Saskatoon

A. F. Turnbull — Canadian Fairbanks Morse Co., Limited — Saskatoon, Sask.

Sherbrooke

Chet. H. Cleveland — J. L. Goodhue & Co. — Danville, Que.

Toronto

R. H. M. Easson — Otto Higel Co., Ltd. — Toronto

Victoria and Vancouver Island

R. W. Mayhew — Sidney Rubber Roofing Co., Ltd. — Sidney, B.C.

MEMBERS OF COUNCIL

(a) Appointive under By-Law 14-D

Jno. F. Ellis — Barber-Ellis, Ltd. — Toronto, Ont.
Cyrus A. Birge — Steel Co. of Canada, Ltd., The — Hamilton, Ont.
H. Cockshutt — Cockshutt Plow Co., Ltd. — Brantford, Ont.
Robt. Hobson — Steel Co. of Canada, Ltd., The — Hamilton, Ont.
Senator Nathaniel Curry — Canadian Car & Foundry Co., Ltd — Montreal, Que.
R. S. Gourlay — Gourlay, Winter & Leeming, Ltd. — Toronto, Ont.
Sir Chas. B. Gordon — Dominion Textile Co., Ltd. — Montreal, Que.
J. H. Sherrard — Simmons, Limited — Montreal, Que.
Thos. Cantley — Nova Scotia Steel & Coal Co. Ltd. — New Glasgow, N.S.
S. R. Parsons — British American Oil Co., Ltd., The — Toronto, Ont.

(b) Elective under By-Law 14-A

2. **Quebec Division**—(Nominated at annual meeting of Quebec Division)

J. D. Palmer — Hartt Boot & Shoe Co., Ltd. — Fredericton, N.B.
C. S. Sutherland — Amherst Boot & Shoe Co., Ltd. — Amherst, N.S.
A. D. Ganong — Ganong Bros., Ltd. — St. Stephen, N.B.
Angus McLean — Bathurst Lumber Co., Ltd. — Bathurst, N.B.
Frank L. Peters — C. H. Peters Sons, Ltd. — St. John, N.B.
J. T. Cumming — J. W. Cumming & Son, Ltd. — New Glasgow, N.S.
F. G. Daniels — Dominion Textile Co., Ltd. — Montreal, Que.
P. E. Joubert — Lamontagne, Limited — Montreal, Que.
Jos. Beaubien — Frontenac Breweries, Limited — Montreal, Que.
Jos. Daoust — Daoust, Lalonde & Co., Ltd. — Montreal, Que.
R. H. McMaster — Steel Co. of Canada, Ltd., The — Montreal, Que.
S. F. Rutherford — Dominion Box & Package Co., Ltd — Montreal, Que.
Lt. Col. W. J. Sadler — Sadler & Haworth — Montreal, Que.
A. C. Dawson — Canadian Cottons, Ltd. — Montreal, Ont.
A. Neighorn — Nichols Chemical Co., Ltd., The — Montreal, Que.
F. R. Whittall — Whittall Can Co. of Canada, Ltd. — Montreal, Que.
F. W. Stewart — Cluett, Peabody & Co. — Montreal, Que.
Art. Harries — Canada Paper Box Co., Ltd., The — Montreal, Que.
F. H. Hopkins — Dominion Wire Rope Co., Ltd. — Montreal, Que.
W. A. Desbarats — Desbarats Printing Co., Ltd. — Montreal, Que.
Brig. Gen. A.E. Labelle — St. Lawrence Flour Mills Co., Ltd. The — Montreal, Que.
Geo. D. MacKinnon — MacKinnon Steel Co., Ltd. — Sherbrooke, Que.
Harry M. Holbrook — Canadian Peerless Jewellry Co., Limited — Sherbrooke, Que.
Joseph Picard — Rock City Tobacco Co., Ltd. — Quebec, Que.
J. E. Warrington — John Ritchie Co., Ltd., The — Quebec, Que.

3. **Ontario Division**—(Nominated at the annual meeting of the Ontario Division)

H. Bertram — John Bertram & Sons Co., Ltd., The — Dundas, Ont.
W. R. Breyfogle — De Laval Co., Ltd., The — Peterboro, Ont.
Geo. D. Forbes — R. Forbes Co., Ltd., The — Hespeler, Ont.
W. M. Gartshore — McClarys Mfg. Co., The — London, Ont.
F. S. Hodgins — Cluett, Peabody & Company — Kitchener, Ont.
R. W. Leonard — Coniagas Reduction Co., Ltd. — St. Catharines
G. M. McGregor — Ford Motor Co. of Canada, Ltd., The — Ford, Ont.
R. O. McCulloch — Goldie & McCulloch Co., Ltd. The — Galt Ont.
R. S. McLaughlin — McLaughlin Motor Car Co., Ltd. — Oshawa, Ont.
M. R. Meldrum — Herbert Morris Crane & Hoist Co., Limited, The — Niagara Falls, Ont.
W. C. Phillips — Frontenac Moulding & Glass Co., Limited — Kingston, Ont.
Gordon S. Rutherford — The Solvey Process Co., (Kitchener) — Syracuse, N. Y.
H. M. Synder — Synder Bros. Upholstering Co., Limited — Waterloo, Ont.
T. J. Storey — International Metal Works, Ltd. — Brockville, Ont.
J. M. Taylor — Taylor-Forbes Co., Ltd., (Ont.) — Guelpg, Ont.
Richard Thomson — Hawthorn Mills, Ltd., (also Paris) Carleton Place
C. H. Waterous — Waterous Engine Works Co., Ltd. The — Brantford, Ont.
A. W. White — Geo. White & Sons Co., Ltd., The London, Ont.
J. R. Shaw — Canada Furniture Mfrs. Ltd., — Woodstock, Ont.
J. F. MacKay — John Morrow Screw & Nut Co., Limited — Ingersoll, Ont.
L. L. Anthes — Anthes Foundry, Limited — Toronto, Ont.
Geo. Brigden — Brigdens, Limited — Toronto, Ont.
Thos. Findley — Massey-Harris Co., Ltd. — Toronto, Ont.
E. J. Freyseng — Freyseng Cork Co., Ltd. — Toronto, Ont.
Sam Harris — Harris Lithographing Co., Ltd., The — Toronto, Ont.
C. V. Harding — Toronto Carpet Mfg. Co., Ltd. — Toronto, Ont.
T. A. Hollinrake — A. H. Williams Machinery Co., Ltd — Toronto, Ont.
W. C. Laidlaw — R. Laidlaw Lumber Co., Ltd. — Toronto, Ont.
R. L. McIntyre — McGregor & McIntyre, Ltd. — Toronto, Ont.
T. F. Monypenny — Imperial Varnish & Color Co., Ltd — Toronto, Ont.
J. P. Murray — Canadian Oil Producing & Refining Company, Limited — Toronto, Ont.
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J. F. M. Stewart — Pointe Anne Quarries, Ltd. — Toronto, Ont.
W. H. Shapley — Sterling Actions & Keys, Ltd. — Toronto, Ont.
Geo. Watts — Canadian General Electric Co., Limited — Toronto, Ont.
Chas. Morrison — James Morrison Brass Mfg. Co., Limited — Toronto, Ont.
F. S. Corrigan — Sheet Metal Products Co., of Canada, Limited, The — Toronto, Ont.
C. B. Lowndes — Lowndes Co., Ltd., The — Hamilton, Ont.
H. H. Champ — The Steel Co. of Canada, Ltd. — Hamilton, Ont.
A. F. Hatch — Canada Steel Goods Co., Ltd. — Hamilton, Ont.
H. J. Waddie — The Canadian Drawn Steel Co., Limited — Hamilton, Ont.
Geo. H. Douglas — Thorton & Douglas, Limited — Hamilton, Ont.
W. H. Marsh — Standard Underground Cable Co., of Canada, Limited — Hamilton, Ont.

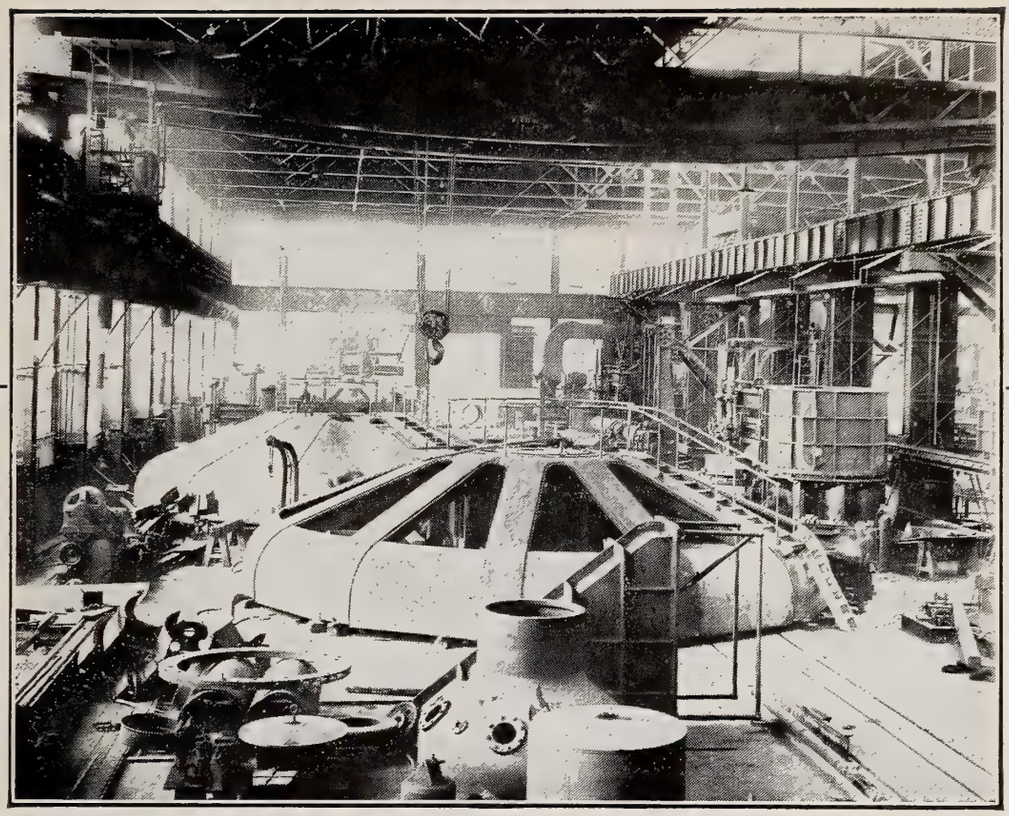
MEMBERS OF COUNCIL

4. **Prairie Division**—(Nominated at the annual meeting of Prairie Division)

T. R. Deacon — Manitoba Bridge & Iron Works, Limited — Winnipeg, Man.
J. O. Thorn (Major) — Metallic Roofing Co., of Canada Limited — Winnipeg, Man.
E. Parnell — Spiers, Parnell Baking Co. — Winnipeg. Man.
W. J. Fulton — Dominion Radiator Co., Ltd. — Winnipeg, Man.
F. W. Drewry — Edward L. Drewry, Ltd. — Winnipeg, Man.
H. Shaw — Northwest Buscuit Co., Ltd. — Edmonton, Alta.
A. Milhalko — Saskatoon Pure Milk Co., Ltd. — Saskatoon, Sask.
J. E. Davies — The Alberta Foundry & Machine Co., Limited — Medicine Hat, Alta.
L. R. Barrett — Vulcan Iron Works, Ltd., The — Winnipeg, Man.
D. I. Dyson — Dyson Vinegar Company — Winnipeg, Man.
C. A. Graham — Great Western Garment Co., Ltd. — Edmonton, Alta.

5. **British Columbia Division**—(Nominated at the annual meeting of British Columbia Division)

F. E. Burke — Wallace Fisheries, Ltd. — Vancouver, B.C.
W. H. Leckie — J. Leckie Co., Ltd. — Vanvoucer, B.C.
J. J. Coughlan — J. Coughlan & Sons — Vancouver, B.C.
E. W. Hamber — B. C. Mills Timber & Trading Co., Limited — Vancouver, B.C.
N. A. Yarrow — Yarrows, Limited — Victoria, B.C.



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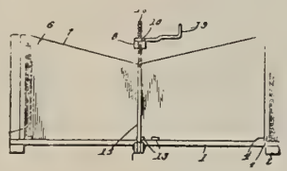
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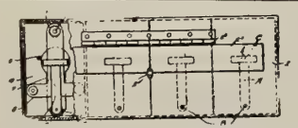
PHILADELPHIA, PA.

R. F. MATHER, Western Representative, London Bldg., VANCOUVER, B.C.

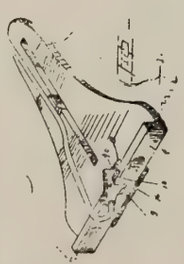
PATENTS FOR SALE



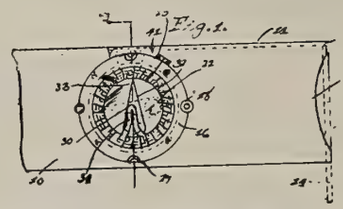
SHINGLE BALER This invention relates to a shingle baler and comprises a body having a bottom, transverse raised portions thereon, the intermediate raised portion being arranged in spaced relation adjacent to the transverse center of the bottom, end retaining walls fixed with respect to the bottom, and a side retaining wall fixed with respect to the bottom and the end walls and having an upper edge that describes an obtuse angle, in combination with a crown bar apertured adjacent to one end and having its opposite end bifurcated, a fixed transverse bar having a bifurcated portion at the open side of the body, an upright threaded rod integral with said transverse bar and fixed at the outer side of the side retaining wall, a swinging and threaded rod pivoted in the bifurcation of the bar, and nuts mounted on said threaded rods to crown the crown bar downwardly and having handles. Canadian patent rights for sale. Write the inventor, Joseph L. Johnson, Kelly, Iowa.



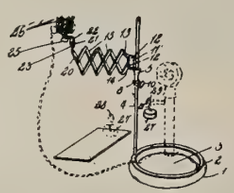
TESTING DEVICE FOR IGNITION SYSTEMS. This invention relates to improvements in a testing device for ignition systems and consists of a coil box having a cover adapted to contain a plurality of spark coils therein, a supplemental cover on the coil box adapted to establish an opening over the coils contained in the box, means on the first-named cover supported over the vibrator coils, and exposed through said opening established by the supplemental cover for selectively or collectively engaging the vibrators of the coils, and render the function of the same inactive. The inventor, Hugh F. Maguire, 168 East End Ave., New York, N.Y., has Canadian patent rights for sale.



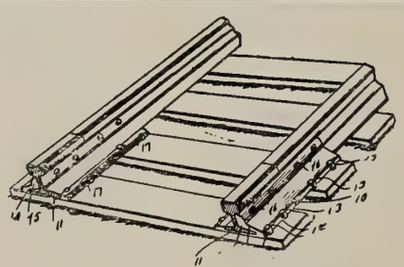
SAW SET. This invention relates to a saw set and consists of a base, an upright portion at one side of the said base, a slot in said upright portion, an operative head hingedly connected in said slot, said head having a handle attached thereto, said head having a rounded eccentric inner face, a slot cut in said base, a reciprocal member carried in last said slot and adapted to hold a saw against said upright portion, a setting block carried on a suitable base, a suitable opening under said head in said base for the reception of said setting block, a means for attaching said setting base to said first base, a means for changing the relative position between said setting block and said head when in closed position so that various settings of saws may be accomplished. Details of the invention may be obtained by writing the inventors, Messrs. Byrns & Sanche, Pinewood, Ontario, who have Canadian and United States patents for sale.



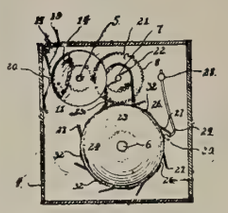
UNIVERSAL LEVEL. This invention relates to levels of the type used by carpenters, masons and the like. The principal object of the invention is to provide a level which may be used on one of its lateral edges or which may be used as a plumb with equal facility. A further object is to make use of a weighted index finger whereby the operation is attained by the force of gravity and not by a liquid which may be frozen or its containing vial broken. Canadian and United States patents for sale. Apply to Walter Faas, P. O. Box 1179, San Diego Cal.



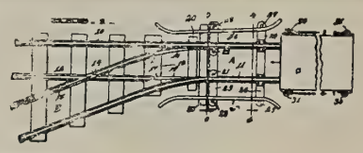
TELEPHONE BRACKET. This invention relates to a telephone holder and comprises a base member, said base member provided with an annular flange forming a seat for the base of the telephone, a bar pivotally mounted on said flange, a sleeve vertically adjustable on said bar, a strap member connected to said sleeve, an extensible bracket mounted on said strap member, an arcuate shape strap adjustably connected to said bracket, a receiver supporting element adjustably mounted on said strap, and a wing bolt connecting said strap and receiver supporting elements for holding the latter in adjusted position. Mr. Alexander Hardy, 43 Lachevotiere St., Quebec, Canada, will supply further information upon request.



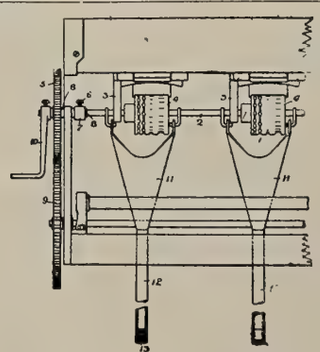
RAILWAY TRACK EQUIPMENT. This invention relates to railway track equipment and comprises rail engaging members each having a base plate for fitting beneath the base of a rail and cut out longitudinally to provide a rail receiving seat, an overhanging shoulder formed integrally with the outer portion of the base plate for engaging the upper face of the base of a rail and having an upstanding extension for engaging the web of a rail and provided with nut receiving openings, a bracing bar extending between the rail engaging elements and fitting beneath the inner ends thereof, and securing elements extending through the inner end portions of the rail engaging elements and through the end portions of the bracing bar. Full particulars re the sale of Canadian patent can be had from the inventor, Archibald C. Muir, Brilliant, New Mexico, U.S.A.



ALARMING DEVICES. This invention relates to alarming devices and consists of the novel construction and arrangement of parts whereby a noise will be made at intervals. The object of my invention is to provide an alarming device which can be suitably positioned in a field and will scare birds or other pests away from the field. A further object of my invention is to provide an alarming device with a suitable means for holding explosive caps and a means for discharging them at spaced intervals. For further particulars of the invention, write James Ferguson, R.R. No. 2, Port Elgin, Ontario, who has Canadian patent for sale.



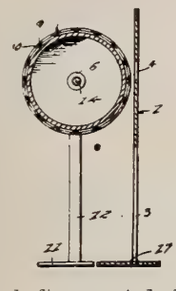
SWITCH. This invention relates to switches for use in connection with the tracks on which run the cars used in coal mines and the like, and has for its object the provision of a switch structure automatically operable by engagement of levers carried by a car and under the control of the motorman thereof and disposed to engage the switch controlling members arranged at the sides of the track. An important object is the provision of a switch structure of this character in which upon the approach of a car the switch will be moved to one position and returned to its original position, as the car passes thereover, the device being particularly adapted for use at the point where a run-around leads from the main track and the advantages of the automatic return of the switch to normal position being that there will be nothing to interfere with or delay the operation of cars upon the main line. Canadian and United States patents for sale. Write the inventor, Fred Stiman, 204 S. 23rd St., Herrin, Illinois, U.S.A.



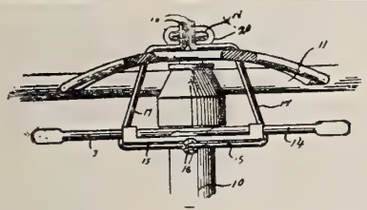
SEED DRILL. This invention relates to a seed drill and consists of a seed box, a shaft driven through gearing from a road wheel and supported in bearings depending from said box, and adapted to be disconnected from said gearing, a handle and seed sowers, on said shaft, a hopper from said shaft, below each seed sower, a tube from each hopper to the ground, and a stopper in the lower end of each tube. The patentee, Richard A. Belcher, Pembroke Road, Stratford, Taranaki, New Zealand, has Canadian patent rights for sale.

Harold C. Shipman & Co., Patent Attorneys, Ottawa, Canada

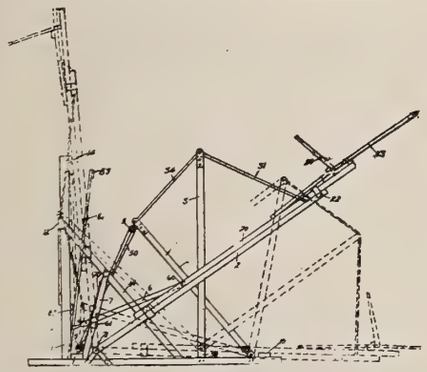
PATENTS FOR SALE---*Continued*



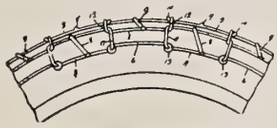
EXHIBITOR. This invention relates to an exhibitor and comprises a rotary drum having radially extending projections provided with longitudinally extending flanges to form retaining means for cards placed longitudinally of the drum, said drum having closed end portions with shaft bearings formed concentrically thereof in combination with a supporting shaft mounted in said bearings of the drum, supporting means for said shaft, drum rotating means engaged with said shaft to rotate the latter and said drum, and a screen positioned in front of said drum provided with a sight opening to disclose only the central portion of one of the cards positioned around said drum as the latter is rotated to bring the card in position before the said opening. The inventor, Mr. William S. Skelton, 921 N. Governor St., Evansville, Indiana, has Canadian patent for sale.



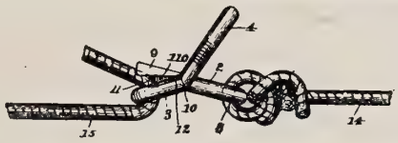
AUTOMOBILE LOCK. This invention relates to new and useful improvements in locks and particularly to locks for automobiles. One object of the invention is to provide a novel and improved device of this character whereby the steering wheel, together with the spark and gas levers, can be effectively locked against unauthorized movement. Another object is to provide a novel and improved device of this character which is simple and cheap in its construction, effective and durable in its operation, and which is composed of the minimum number of parts. Canadian and United States patents for sale. Write the inventor, Joseph L. Chackan, Trauger, Pa., U.S.A., for further particulars.



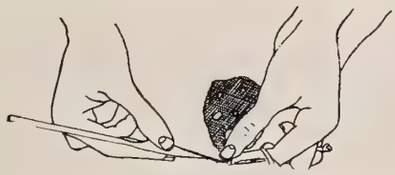
HAYSTACKER. This invention relates to improvements in haystackers and consists of a base frame, an extensible lifting frame comprising spaced beams pivotally fixed at their inner ends on the base frame adjacent one end thereof and extending when lowered, beyond its opposite end, means for adjusting said extensible lifting frame and for reinforcing its pivotal mounting, a hay carrier mounted on the free ends of the lifting beams, a boom comprising spaced side beams pivotally fixed at their lower ends to the base beams intermediate their ends, a second boom pivotally mounted on the base beams forwardly the first boom and operating between the carrier frame and first boom, link connections between the free ends of the two booms and first boom and carrier frame, means for actuating the last named boom to move the lifting beams from loading to discharging position, whereby the carrier is moved in an arc through and beyond the vertical plane of the carrier frame mountings, a stop frame erected on the base comprising vertical posts and a connecting cross bar engageable by the lifting beams when they have passed slightly beyond their vertical position, and a yieldable member for urging the lifting frame back over a vertical position after a load has been discharged from the carrier. Canadian and United States patents for sale. Write Francis M. Powell, Canyon Creek, Montana.



GRIP CHAIN FOR TIRES. This invention relates to a novel and improved grip chain for tires, the primary object of the invention being to provide a grip chain which will afford a firm and secure gripping action and which will operate with a minimum degree of wear and tear upon the tire. A further object of the invention is to provide a grip chain which will have a wide range of radial flexibility and which will operate to grip the road or street surface on both transverse and oblique lines in such a manner as to prevent skidding or sluing. Canadian and United States patents for sale. Apply to Frank F. Griffin, Monroe, New York, U. S.A.

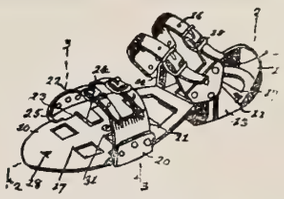


ROPE CLAMP. This invention relates to a rope clamp and comprises two members, one being angular in form and having a base portion and a handle portion at opposite sides of the bend, there being a slot in the base portion and extending past the bend into the angular handle portion, the other member having a shank to extend through the slot in the first member, means at one end of the shank for connecting a rope thereto, a broadened portion at the other end of the shank with oppositely extending edges to pivotally engage the first member adjacent the bend therein, and means on the free end of the second member for clamping a rope passed through the slot in the first member. Canadian patent for sale. Apply to the inventor, Reinhold Loos, c/o Frederick V. Winters, 1133 Broadway, New York, N.Y., U.S.A.

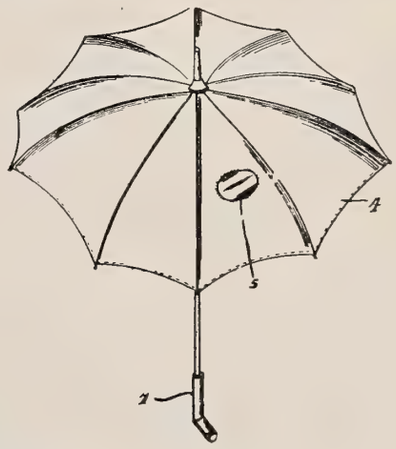


CROCHET THIMBLES. This invention relates to crochet thimbles and consists of a metallic member shaped to fit the forefinger of the hand and provided with an opening whereby the thread can be let out between the finger and the metallic member the same as used in crocheting. Canadian patent for sale. Write the inventor, Mrs. S. A. States, Box 34, Morrin, Alberta, for further information.

COLLAPSIBLE BOOKSTAND This invention relates to a collapsible bookstand and comprises a base, a lower frame mounted upon said base, an upper frame hingedly mounted upon said lower frame, rigid side walls on said lower frame, collapsible side walls hingedly attached to said rigid side walls comprising a plurality of folding members, means for retaining said collapsible side walls in secure position, doors for the front of said upper frame, detachable hinges for mounting said doors in said frame having key-hole slots therein, pins on said collapsible side walls adapted to engage said slots, and doors in said lower frame. Canadian patent for sale. Write Peter Pienta, Linfield, Pa., U.S.A.



SHOE ATTACHMENT. This invention comprehends the provision of a shoe attachment, being in the nature of a sandal constructed to permit an effective purchase being had upon the ground or slippery surface. The chief characteristic of this invention resides in the novel manner in which the toe engaging clips are associated with the sole portion of the attachment, and an arrangement which not only permits of the relative adjustment of said engaging members, to accommodate shoes of different widths, but one which also affords the attachment maximum strength at this point. Canadian and United States patents for sale. Write the inventor, Mr. John J. McDermott, of Woodstown, N. J., U.S.A., for full particulars.



UMBRELLA. This invention relates to a combination of an umbrella having a vision outlook in the cover thereof, and a light reflecting means in the direction of said vision outlook. The object of the invention is to provide a means whereby a person can keep the umbrella tightly over their head and in front of them in combination with a light directing means in the same direction. Mr. Thomas M. Blaind, 161 Mary Street, Belleville, Ontario, has Canadian patent for sale.

Harold C. Shipman & Co., Patent Attorneys, Ottawa, Canada

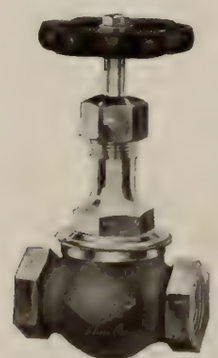
Jenkins Valves

SINCE 1864



Aeroplane View of "His Master's Voice" Plant, St. Henry, Montreal

"His Master's Voice" People Use Jenkins Valves



JENKINS
BRASS GLOBE VALVE
Standard Pattern
Fig. 106

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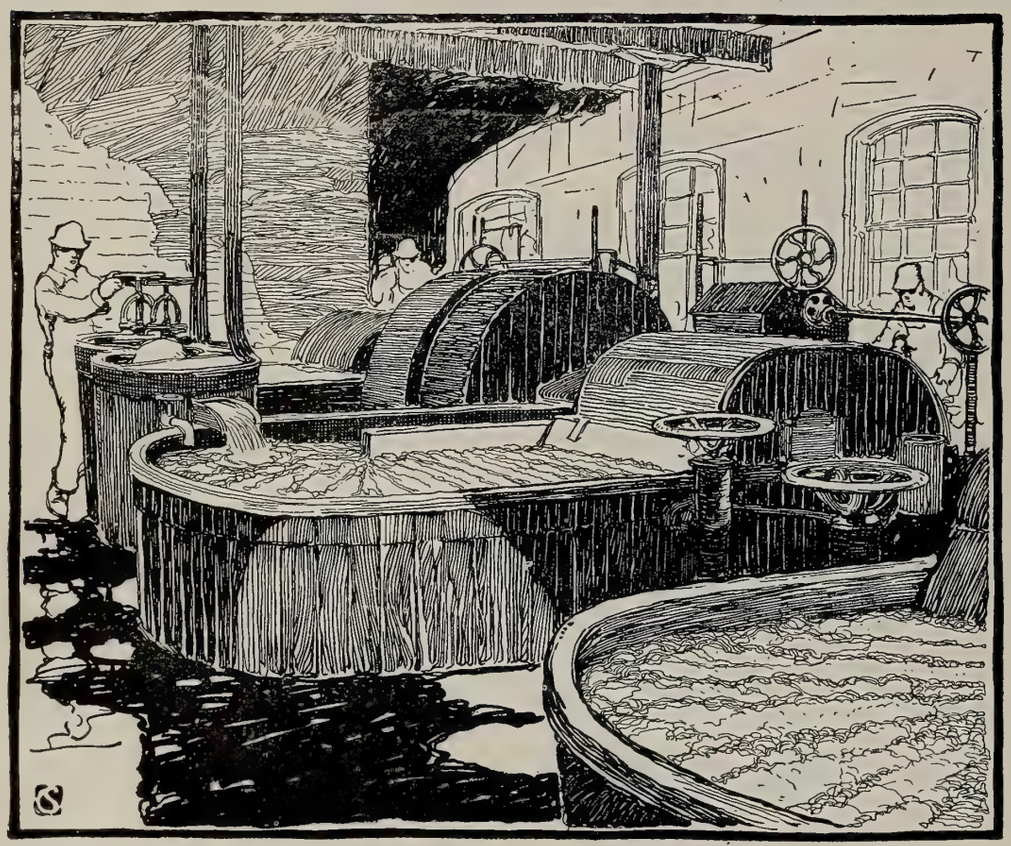
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NEW TORONTO, ONTARIO



The Mixture circulating around in the "Beaters." *No. 5 of a Series.*

"From Rags *to* Writing Paper"

THE "BEATERS"—The rag pulp is put in the "Beaters," and the formula consisting of dyes, resin, size and other chemicals, with a large amount of water, is then added. The beating process thoroughly mixes these ingredients, reduces and refines the rag fibres.

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THE ROLLAND PAPER COMPANY LIMITED MONTREAL

Makers since 1882 of Superfine Linen Record and other High-Grade Papers

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OFFICE AND FINANCE

How We Halved Our Clerical Costs

EXPERIENCE OF A NEW ENGLAND PLANT

Reproduced from Factory

CENTRALIZATION of clerical processes in the factory, similar to what is now standard practise in typing and filing in general administration offices, enabled the management of a New England plant employing 5,000 people to eliminate many clerks stationed in factory departments.

In making this improvement, the managament found the same objections that used to be made when central typing rooms were being introduced into the administration office. The engineering department considered its work so special that its typing could not be done except by girls specially trained and constantly immersed in the atmosphere of engineering. The safety department the maintenance department, and each other department felt the same. Yet now everybody gets better service than before.

Analysis of the various factory offices showed that all or most of their clerical work is composed of three things—typing, filing, and the making up of records. The records vary in different departments—pay slips, job cards, and so on; most record work is truly specialized and can be done most efficiently in the departmental office. But typing and filing in all departments have elements in common.

Where Changes in Work Cut Payroll Costs

In a department with two or three clerks the three functions may be scattered promiscuously among them.

These functions were redistributed so that as many clerks as necessary for record work were retained; all the typing and filing was thrown to one clerk; and she was then removed to a centralized department.

In several instances where there was a second clerk in the department, removing the typing from the list of functions of the more valuable clerk, and replacing it by the record work of the second clerk, made the second clerk unnecessary.

In some cases a departmental manager has only one girl clerk, and in such cases this clerk was left in his office; for each departmental manager needed someone on duty in the office to answer the telephone, take memoranda, and do the routine work.

If the one clerk left in a department could do all the typing of the department in addition to her other work, this typing was left to her so that she could continue to use her full time profitably.

Again, some department managers have trained a particular clerk, as part of her duties, to make up an analysis of department production, or some other similar periodic analysis for the manager's guidance in his executive work. This work is something that the manager himself would have to do if he did not have a clerk.

Twelve stenographers were gathered from the various departments. Six of them were put in to a central room with a supervisor. These seven now do the work that was formerly done by the twelve.

Foremen and executives dictate to stenographers who are called out of the central room. Dictation machines are not used at present. Executives find that they do not care which stenographer answers their call, and they will later have a similar indifference to machine dictation.

The reason for the success of the pooling of the work is simple. The supervisor is an expert stenographer and coaches the typists in the best methods. The typists now have nothing to do but typing and can concentrate on it for an appreciable period at a time. This concentration decreases errors and allows steady production at a fast pace. The girls are not interrupted, as they would be in a departmental office, by visitors, telephone inquiries, and chats with other clerks. In the central typing room all other stenographers are equally busy and apreciate the value of concentration so that they do nothing to disturb each other.

Letter forms are standardized. The supervisor inspects all finished letters so that the correspondence emanating from the factory is now uniform with letters from the administration office, a valuable aid to sales. The amount of stationery which must be kept on hand in the central department is much less than the amount which formerly had to be scattered through the various departments. This represents a considerable decrease in inventory value. Then there was the inevitable waste which always results by soiling or tearing, and so on, when stationery is kept in many desks or cabinets.

The other six typists were released at exactly the time when a market slump made it highly desirable to tighten up the force. In fact, it was this necessity of reducing all unnecessary workers which gained quick co-operation of department heads in the rearrangement.

When the files were removed from the various departments and established in a central filing room additional advantages were realized.

Few departments are expert in filing their own material. Many of the clerks had filing as only one of their functions which they learned only in a haphazard fashion, or never learned it at all. When the filing in any department grew so voluminous that it needed all of one clerk's time, the clerk with this haphazard training was kept on the job; if she left, her so-called methods were passed on to her successor. In some of the departments there was no filing specialist at all. Many of the filing methods were originally invented by the manager of the department on the spur of the moment.

Files for all departments were analyzed and most of the contents sent to a central filing room. All the factory offices are now required to send all their documents to the central filing room unless they have special permission to keep a certain document or a certain kind of document.

During the examination of files, binders and desks, a list was drawn up of all the documents produced by each department. The central filing department has a copy of this list. If a certain kind of document does not come into the filing department the supervisor knows that it is being retained by the departmental office. She can get all documents which do not show up in a reasonable amount of time. The list gives the usual quantity of each document by days and weeks; for documents which need to be worked up by weeks; the list shows the day when they are due in the files. This was an important guide to the filing supervisor in laying out the size of the files and the duties of her clerks. She also used it to keep tabs on the progress she was making in converting departments to complete use of the central files.

A few documents properly belong in the particular department using them. Analyses of departmental procedure or production for the personal guidance of a manager should be at all times in his desk, either in a folder or in a loose-leaf note book. Current documents such as orders to be held for more stock should be in small hold files or in current binders. All these documents, however, can be kept either in the shallow middle drawer of a manager's desk for consultation or in a lower drawer of the desk, or at most in a single-section tub stand or a single filing drawer.

How Unfiled Documents are Located in Offices

For every document allowed to be retained in a department, the departmental manager sends to the filing supervisor a slip giving the title and location. Such memoranda are very valuable. If in the future someone calls up and wants to know whether certain information has ever been investigated and summarized, the filing

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Rest - - -	**$22,000,000**
Undivided Profits -	**$1,531,927**
Total - - -	**$507,199,946**

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Over 530 Branches

THIS BANK has 525 branches in Canada and Newfoundland, as well as those in London, England, Mexico City, Havana, Cuba, Kingston, Jamaica, Port of Spain, Trinidad, San Francisco, Seattle, Portland, Ore., and the New York Agency.

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The Canadian Bank of Commerce

Capital Paid up $15,000,000
Reserve Fund $15,000,000

supervisor may often be able to tell the inquirer where to find just what he wants and save a duplication of tedious and costly work of investigation.

Filing cabinets of three or four drawers were banished permanently from the department offices. The company thus collected about two dozen cabinets which were worth about $70 apiece.

Wood filing cabinets removed from the offices came in very handy for storage of old correspondence in a basement room set aside for this purpose. The room is under lock and key. When back correspondence is wanted, only a filing clerk can go down to get it. So the old files stay in good order.

The equipment needed in the central filing department is not nearly so large as the total removed, nor as expensive. Steel filing units are used.

The alphabetical system is used, with subdivisions along alphabetical, numeric, or geographic lines according to the kind of document. The files are divided into sections for each kind of document, such as time cards and cost sheets.

The office specialist who had charge of the preliminary investigation took with him through the offices the young lady who was later to supervise the central filing department, so that she became acquainted with former files of all documents, their origin, and use. When she started operations in the central filing department she knew the material not only as filing but as administrative tools. For assistant clerks she took with her to the central room the more capable of the girls who had been doing filing in the separate departments. So the central department is intimately acquainted with the documents and their purposes. Superimposed upon that acquaintance is the instruction in expert filing methods which the supervisor gives. The result is that instantaneous service is given by the expenditure of about half the total labor hours formerly used in filing effort.

This supervisor used to be active head of the filing department in the administration office. She got her work well in hand there, and trained an assistant who was able to take charge of the main office files for the greater part of the day during the period while the supervisor was doing constructive work in the factory files. Now the supervisor, with the coaching of the main office manager and the factory manager, is acting for part of her time as an executive specialist in filing to co-ordinate the filing methods throughout the factory, and to invent short cuts and decrease expense. This makes her keenly interested in her work, and in the two aims of it—simplicity and service.

Mattagami Pulp

Company Have Applied for Receivership and are now Operating Under This Arrangement

The Mattagami Pulp & Paper Co., Limited have applied for a receivership and G. T. Clarkson has been appointed by the courts to act in this capacity. In a statement issued to shareholders, the directors say—

"In the ordinary course, the company has incurred trade liabilities, which, if business had been normal, would have been easily liquidated, but some of these creditors have been pressing for payment and have threatened to take legal proceedings. In deed, some have already issued writs. In justice to the holders of the first mortgage bonds and debenture stock and to take steps they might consider advisable to protect the interests which they represent, the directors applied to the courts for the appointment of a receiver.

"The directors believe that the underlying resources of the company, including its valuable timber limits, its water powers, its economical, well-constructed plant, are most valuable assets. They believe that the property should be conserved in the interests of all concerned, and, in their opinion, a receivership affords the best means of taking care of the companys' undertaking until business conditions revive."

The Imperial Bank of Canada is plaintiff in an action entered against this company to recover $59,199, alleged due on overdrawn accounts.

The company was organized in 1916, and in fee owns 125 square miles of freehold timber lands, and 840 square miles under lease from the Ontario Government. The sulphite mill at Smooth Rock, Ont., has a designed capacity of 45.000 tons per annum. Capitalization is made up of 15.000 7 per cent. cumu-

lative preferred shares of par value of $100 each and 20,000 common shares of par value of $100 each, or a total of $3,500,000 capital stock. Bonded indebtedness includes $2,500,000 7 per cent. convertible debenture stock, and $1,814,743 first mortgage 6 per cent. gold bonds.

The report states that, in keeping with the trend of the times, prices have been substantially reduced and all inventories adjusted to cost or market values, whichever was the lower. No bad or doubtful debts were contracted during the year and advantage was taken of slack conditions to put all plants in first-class repair. The Central Spring Works at Oshawa have not been operated since January 1921. Export trade has been negligible.

Tooke Bros., Limited

Company Earned Fair Profit for Past Year and Condition of Finances is Satisfactory

Tooke Bros., Limited report for year ended May 31, 1921, showed profits of $93,724, after providing for income tax. This compares with $238,230 for 1920 and $152,310 for 1919. After payment of preferred dividends, net profits were $24,774, against $119,805 in 1920.

In respect of working position the situation is good. In addressing the shareholders, W. A. Tooke, the president, said in respect of inventories:

Allowances that had to be made to customers, cancellations and returned goods, resulted in your inventories being larger than last year, but they have been taken at a fair market value. After providing for income tax and writing off a liberal amount from the net profits for the year amount to $93,524."
trading profits, as a reserve against depreciation on inventories.

The balance sheet reveals current assets amounting to $1,887,555, up from $1,720,683 in 1920, and current liabilities of $1,158,000, up from $993,306 in 1920. This indicates net working capital at the end of the year of $729,555, up from $727,377 in 1920.

Spanish River Pulp

Company, in Spite of Difficulties of Operation, Makes Substantial Increase in Net Earnings

Though operations of the company are reported to have been carried on under conditions of exceptional difficulty, results of the past year's business obtained by the Spanish River Pulp & Paper Mills Limited were very satisfactory. Net earnings for the year amounted to $4,836,001, comparing with $3,915,051 for the previous year. Current assets were increased from $10,713,924 to $14,151,220 and reserves from $3,602,074 to $5,055,973.

Geo. H. Mead, president, announces that the total newsprint capacity of the company's plants has now been increased to 650 tons per day, or over 200,000 tons a year, and in addition there is wrapping paper, box board and surplus sulphite pulp capacity of 100 tons per day or 30,000 tons a year.

The mills were closed down from May 11 until June 30 pending adjustment of controversy with employees over the rates of wages. An arbitration agreement having been reached, the mills were restarted on July 4.

The following are the principal items from the report with comparisons with the previous year. Figures in each case are for fiscal year ended June 30.

	1921	1920
Net earnings	$4,836,001	$3,915,051
Res. for depreciation	628,480	594,620
	$4,207,521	$3,320,431
Int. on funded debts and other loans	744,371	768,362
Net surplus for year	$3,463,150	$2,552,069
Appropriation for contingencies and Government Taxes	500,000	350,000
	$2,963,150	$2,202,069
Balance profit and loss	1,060,798	2,368,222
	$4,023,948	$4,570,291
Less preferred dividends at 7 p. c. per annum	603,365	.....
Less preferred dividends to June 30, 1920	.....	2,871,493
Less dividends on common at 7 p. c. per annum	629,685	.....
Less proportion of dividend paid to bondholders	137,005	.....
Less bond sinking fund reserve	304,097	638,000
Carried forward	$2,349,796	$1,060,798
Current assets	$14,151,220	$10,713,924
Current liabilities	6,734,685	4,102,856
Total reserves	5,055,973	3,602,074
Stock outstanding	17,615,000	16,571,493
Bond and note liabalities	13,033,446	12,011,166
Total assets	44,788,901	37,348,390

A Message to Canadians

ONLY by increasing the sale of Canadian commodities can we avoid increasing our foreign indebtedness. Never, even in war time, was it so essential to increase our exports.

A DUTY falls on manufacturers to produce articles of a quality and price that will compare favorably with foreign makes, and on our agricultural interests to increase production.

THE ROYAL BANK OF CANADA

Total Resources $550,000,000

THE MERCHANTS BANK OF CANADA

Head Office, Montreal Established 1864

Paid-Up Capital ..... **$ 10,500,000**
Reserve Fund **9,743,375**
Total Deposits (April 30th, 1921) **154,911,487**
Total Assets (April 30th, 1921) **190,367,409**

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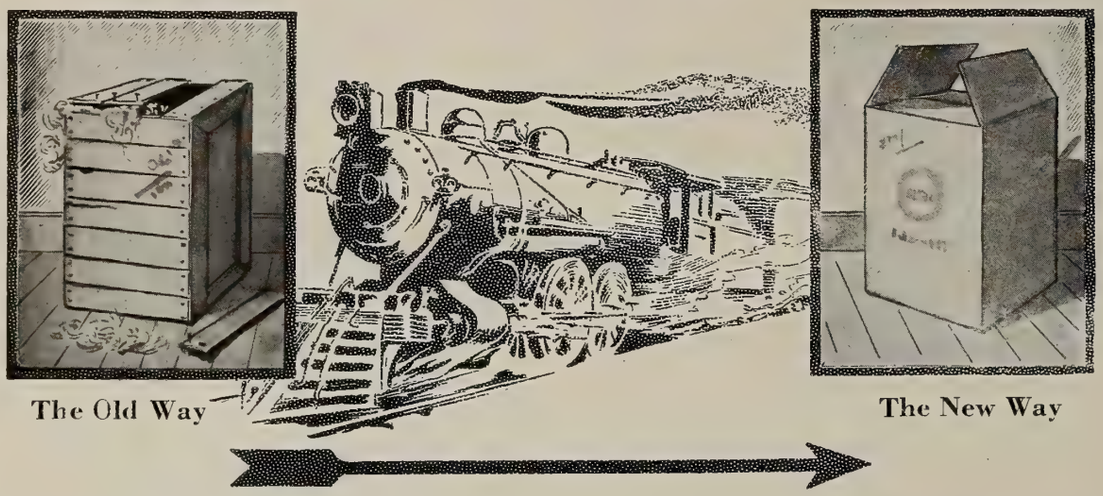
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Ontario Steel Products

Somewhat Lower Profits Reported for Past Year, But Generally Results Were Satisfactory

The annual report of the Ontario Steel Products Co., Limited, for the year ended June 30, 1921, showed profits for the year of $223,446, as compared with $315,900 for the previous year. The decline was attributed by the directors to inactivity in the building and construction trades and lessened demand for motor cars.

The following comparative figures will be of interest:—

	1921	1920
Profit for year	$223,446	$315,900
Less depreciation	30,000	30.000
	$193,446	$285,900
Previous balance	531,141	360,740
	$724,587	$646,641
Bond Interest	31,332	32,292
7% preferred dividend	52,500	52,500
Common dividends	60,000	15,000
Sinking fund	16,668	15,708
Balance	$564,087	$531,141
Current Assets	$778,103	$755,819
Current Liabilities	$164,601	$177,383

Standard Chemical Co.

Drastic Writing Off of Inventories Resulted in Deficit forthe Last Fiscal Period

Profits from operation of the Standard Chemical Co. for fifteen-month period ended March 31, 1921, amounted to $340,327, this comparing with $318,607 for the year 1919. There was ,however, a very drastic writing off of inventories, etc. for the period amounting to $507,295, so that the result was a deficit of $166,967. The allowance for depreciation of buildings, plant, etc. was $200,000 and $275,000 was taken out of profits to meet reduced prices. Total liabilities were reduced by $264,909, including a reduction of $200,000 in bank loans.

"The last nine months," reports the president, David Gilmour, "has been a time of considerable anxiety, owing to the violent disturbances which appeared in all fields of chemical activity. The outlook at present is extremely difficult to gauge. All that can be said at this time is that the accounts show that a very trying period has been negotiated, and that the company's present financial condition, combined with the advances in technical processes already established point to its ability to benefit quickly from any forward movement in trade conditions."

Reviewing business operations during the fifteen months' period, it was stated that 107,490 cords of wood were carbonized, and the value of sales amounted to $4,984.000. The charcoal market remained firm, practically the whole of the production being disposed of to domestic users. Changes in the plant for making methyl alcohol followed alterations in the Government de-naturing regulations. The company stands to gain by improved conditions in Europe, which is its main market, as Canada is but a small consumer of wood products, other than charcoal.

Export markets at the moment have diminished almost to the vanishing point. Only about 30 per cent. of the company's crude plant capacity is being operated, and this condition is likely to prevail for some time. The development of other products cognate to those manufactured by the company has been held up by stringency in the industrial and money markets.

Fort Norman

The Union Bank of Canada—"Pioneer Bank of the West"—is the first Bank to enter the new Northern oil fields of the sub-Arctic.

We have established a branch at Fort Smith, latitude 60 degrees north, the gateway to the Mackenzie district. Fort Smith will be the headquarters of the Administrator of the Northwest Territories.

We have also made arrangements to open a branch at Fort Norman, latitude 65 degrees north.

We are prepared to extend a complete banking service at these far northern points. Funds may be transferred through any of our branches. Drafts and Letters of Credit issued.

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PARCEL 2—100'x100' valuable vacant wholesale site, being lots 11 and 12 St. John plan 45, known as 170 and 172 James Street; ideal trackage facilities at rear and immediately behind parcel 1; splendid location in the heart of the city. Price per foot.....$500.00

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A RECORD OF PROGRESS

New Motor Truck Industry

International Harvester Co., of Canada, Limited, to Build Trucks at Chatham, Ont.

Announcement is made at Hamilton, Ontario by the International Harvester Company of Canada, Limited that their Chatham works are being equipped to take over the manufacture of International motor trucks. The first size to go into immediate production will be their model "S" Speed Truck.

These trucks have heretofore been made in the United States and shipped into the Dominion, but the volume of business has grown in such rapidly increasing proportions that wise business judgment dictated some centrally located Canadian city. Chatham, Ontario, was selected because it is the home of the large wagon and sleight factory of the Harvester Company, where McCormick, Deering and Chathams wagons and sleighs have been built for many years; therefore, it was felt by the officers of the Company that Chatham presented the ideal location for this addition to the Canadian product.

In an interview with M. J. Loughlin, Manager, Sales Department, at Hamilton, Mr. Loughlin said, "We have long felt the necessity for establishing our own Canadian motor truck factory to supply the ever increasing demand for Internationals. From the standpoint of speedy service alone, the new factory is a necessity. Chatham has been selected because we feel that in addition to its natural facilities for shipping both in and out, the fact that it is already the home of our wagon works will facilitate our arrangements and enable us to begin building Canadian made International motor trucks in the shortest possible time."

Planning New Factory

Robert Stewart, Limited, to Re-build Plant Destroyed by Fire at Guelph

The firm of Robert Stewart, Limited, of Guelph, Ontario, whose plant was competely destroyed in the recent disastrous fire there have taken over the part of the Bell Piano and Organ Company's factory formerly used for the manufacture of organs. The latter company have moved their equipment for manufacturing organs into their piano factory which is large enough to take care of both ends of the business. Robert Stewart, Limited, have purchased practically the whole equipment formerly used by H. Cargill & Son of Cargill, Ontario, and moved it into Guelph.

At present they are getting out plans for the erection of a new factory which is to be started immediately. It will be a two-storey brick building of heavy mill construction covering a space of 60x152 feet. The site for this plant is a property adjoining the Stewart lumber yards on the C.P.R. and G.T.R. sidings, and the contour of the land on which it is to be erected is such as to give access to the ground floor for the full length of the building through either side, while a rise in the ground at the rear will give a driveway into the second storey.

Making New Rail

Algoma Steel Corporation Receive Order for Canadian Pacific's New Standard Rail

The Algoma Steel Corporation are rolling a new type of rail as far as Canada is concerned. This style rail has never been produced here before and is known as the 100 pound R. E. Section rail. It was developed some years ago by the rail committee of the American Railway Engineering Association, which is composed primarily of the chief engineers of the various railroads in the United States and Canada. The rail has been manufactured and used in the United States for a few years back, but it was not adopted in Canada until a few months ago, when the C.P.R. decided to take it as their standard. Previously an 85-pound rail had been the C. P. R.'s standard-rail. The C. P. R. placed its first order for these rails with the Algoma Steel Corporation so that this plant is the first Canadian plant to manufacture them.

Foundry Re-opened

Lindsay Foundry and Pattern Works, Limited, Commence Operations in Sylvester Plant

The old Sylvester Foundry at Lindsay, Ontario, has been re-opened by the newly-organized Lindsay Foundry and Pattern Works, Limited, who have installed new cupola and foundry equipment. They are at present turning out gasoline engine castings for the Sylvester engine but are prepared to handle any line of special machinery or jobbing work. In connection with the foundry they are operating a pattern shop to handle all lines of pattern-making. When the plant is in full swing from twelve to fourteen hands will be employed.

Will Build Trucks for Export

London Plant of Ruggles Motor Truck Co., Limited, Will Manufacture for Domestic and Export Trade

F. W. Ruggles of the Ruggles Motor Truck Company, Limited, London, in the course of an interview in the London Free Press on July 30, stated that while the Canadian plant is in no way connected with the United States company of which Mr. Ruggles is head, the London plant will build exactly the same standard products as those produced in the United States plant. The latter will build only for the domestic market in that country, while the Canadian industry will build motor trucks for the foreign market as well as for Canada.

"It is my intention," said Mr. Ruggles, "to manufacture and produce every truck part possible right here in the city of London. Each unit that enters into the construction of our truck can be made at just as low a cost in London as in any city in the United States, provided we can get large enough volume to afford the supervision necessary to turn out lightgrade motors, transmissions, axles, etc., economically. The London plant is but the beginning of what I believe will in the near future prove to be headquarters of one of the largest truck-building industries in the British Empire."

Making Silent Gears in Canada

Diamond State Fibre Co. of Canada Add New Product to Their List of Manufactures

There is a general disposition among manufacturers to hesitate about installing "silent" gears, because in so many cases they give short and inefficient service thus costing more in the long run.

There is a silent gear on the market, now, however, manufactured by a Canadian Company. (The Diamond State Fibre Company of Canada, Limited) which, besides being waterproof and oil proof, gives long and efficient service at a very low cost. These gears are made from a special grade of dense fibre of relatively high specific gravity, or with a canvas base, which is adapted for all kinds of gears from the small sizes used in vacuum cleaners, silk and knitting machinery, etc., to the heavy service pinions used on machine and motor drives. Installed in a gear-drive they combine the efficiency and regularity of an all-metal gear-drive with the silent smooth operation of a belt transmission. Their initial cost, too, is generally lower than the cost of other gears so that it looks as if they would fill a long felt want in the manufacturing world.

Correct Equipment *for* Your Factory Cafe

WHEN the equipment for your Factory Cafe is under consideration, take us into your confidence. Whether it is a single piece or a complete new installation, our experts are in a position to advise you. Our experience in Hotels and Institutional Kitchens will bring to your conference table the knowledge gained from many diverse sources.

Throughout the length and breath of this vast Dominion McClary's installations will be found giving daily satisfaction. It is this practised experience that we offer you in the planning or designing of your new kitchen or the modernizing of your present one.

In an effort to place before your notice all the equipment we market we have carefully compiled a new catalog entitled "Hotel and Institutional Kitchen Equipment." You will find it interesting reading, illustrating as it does many new labor and time-saving machines. A copy of the catalog awaits your written request. There is only a limited quantity for distribution; if you are interested, let us hear from you promptly.

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To Make Bottle Tops

Company Incorporated at Victoria, B.C. Will Manufacture 60,000 Tops a Day

The American Bottle Cap Co. of Canada, Limited, have been incorporated in Victoria, B.C., and will engage in the manufacture of scientific milk bottle tops in that city. The Victoria Times states that "the Company, which is capitalized at $100,000, will install machinery to manufacture 60,000 bottle tops a day in the near future. Branches of the company will be established later in cities in Alberta, Manitoba and Saskatchewan, in which Provinces the concern holds patent rights secured from the parent company, the headquarters of which are in Seattle.

"The bottle tops to be manufactured here are made of heavy sterilized cardboard which is coated with paraffin to make it water tight. They are pressed by a die into such a shape that they fit nearly over the top of milk bottles, and are held in place by the force of suction. The advantage of these caps over ordinary milk bottle tops is the fact that they completely cover the rim of the bottle. The cardboard is so shaped that the top fits tightly, completely over the bottle rim. This prevents contamination of any kind from reaching the bottle rim, as it may do with ordinary cardboard bottle tops. The new bottle top, which is known as the Ambo Cap, is endorsed by the health authorities of several states, and by the Victoria City Health Officer Dr. A. G. Price."

English Branch Company

English Electric Company of Canada, Limited, Acquire Canadian Crocker-Wheeler Company

The entire undertaking of the Canadian Crocker-Wheeler Company, Limited, of St. Catharines, Ontario, has been acquired by the English Electric Company of Canada, Limited, who are the Canadian branch of the English Electric Company, Limited, of Great Britain. The Canadian company hold the exclusive manufacturing rights in perpetuity for the parent concern and have the use of all their patents, designs, processes, etc. By the acquisition of the Crocker-Wheeler business they add several valuable patents and designs to their resources and receive the advantages of this company's established sales connection.

Branch in Montreal

Getty and Scott, Limited, Galt, Open Fitting Room for Fitting Shoe Uppers

In connection with a report that Getty & Scott, Limited, Galt, had started a new factory for the manufacture of high-grade slippers, F. S. Scott, president, makes the following explanation:

"The new plant which has just been opened by our firm is a fitting room in Montreal for fitting shoe uppers. It is not a new factory, simply a branch there, as we are unable to get all of this class of work that we require done locally."

Shoe Factory Addition

La Parisienne Shoe Co., Limited, Montreal, Have Been Obliged to Extend Their Plant

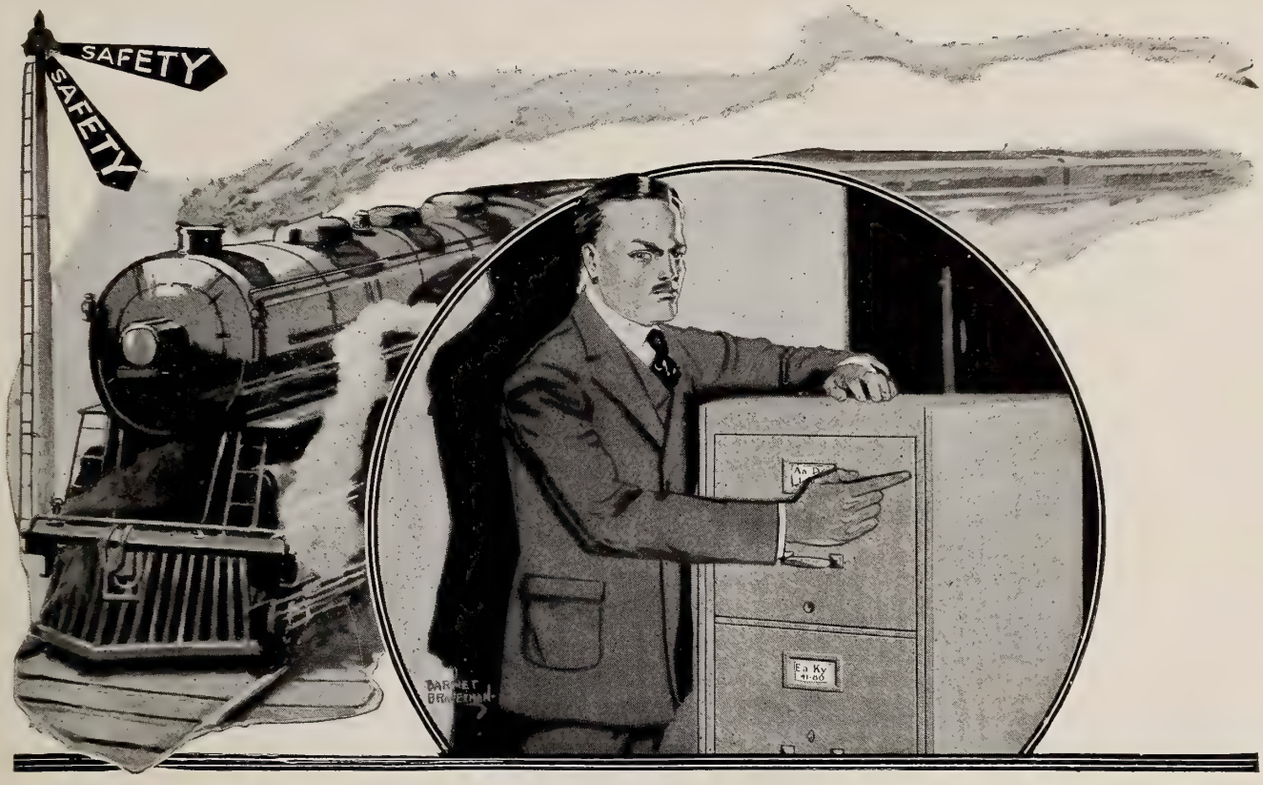
La Parisienne Shoe Co., Limited, Montreal, are erecting an addition to their factory, 45x45 feet and four storeys high. They have been obliged to enlarge in order to give more room for the cutters and lasters. The addition will increase capacity by about 15 per cent., and will be completed by October first.

Canadian Branch Opened

Peter Smith Heater Company Commencing Operations at Walkerville, Ontario

The Peter Smith Heater Company of Detroit, Michigan, manufacturers of heaters for electric cars, have opened a branch factory in Walkerville, Ontario. They have occupied the third floor of the Power Building there and at present are employing twenty men. This force will be increased as business warrants.

The product of the company is a line of forced ventilation heaters. The heater consists of a coal-burning furnace of air tight construction surrounded by two sheet steel casings which form two separate compartments about the heater. The outer air chamber is a protective device to safeguard the equipment against accidental overheating.



Signs that Say: Safety

Through the night the coaches speed *but you sleep on.* And the reason? Because of your confidence in the elaborate system of safety equipment provided by the railroad to increase the "margin of safety" for its passengers.

The elaborate signal systems of the modern railroad—the curtain of asbestos in "Fire-Wall" Filing Cabinets—both are signs that say: Safety.

FIRE-WALL FILING CABINETS
Steel-*plus*-Asbestos

Strength favors steel. But steel alone conducts heat. So "Fire-Wall" Filing Cabinets are made with a curtain of asbestos between two sturdy walls of steel—a curtain of asbestos that stands between your valuable business records and the fire that may steal upon you any time.

"Fire-Wall" means better protection—an increased "margin of safety" for your business records. Consider this safety when buying *your* equipment.

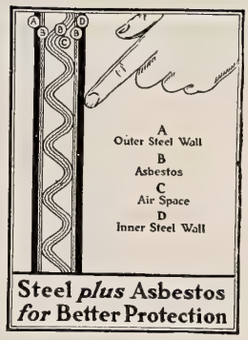
Drop a card in the mail to-day for a copy of "Protection for Your Business Records." Address nearest service store or Home Office.

THE OFFICE SPECIALTY MFG. CO. LIMITED
Home Office NEWMARKET Canada

Filing Equipment Stores at:

Toronto Montreal Ottawa Halifax Hamilton Winnipeg
Regina Edmonton Calgary Vancouver

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Steel *plus* Asbestos *for* Better Protection

The "Office Specialty" Direct Name Filing System in "Fire-Wall" Filing Cabinets is the ideal combination for modern business records.

OFFICE SPECIALTY

FIRE-WALL FILING CABINETS

Steel *plus* Asbestos — *for* Better Protection

Copyright, 1921, The Office Specialty Mfg. Co. Limited

Batts, Limited Change Name

Toronto Industry Now Operating Under Name of Buyers' Door and Manufacturing Co., Limited

The name of Batts, Limited, door manufacturers, has been changed to Buyer's Door & Manufacturing Company, Ltd. The *Contract Record* publishes following information about the company,— The Messrs. Batt severed their connection with the firm some three years ago but the business remained under the same manager, John S. Bond, who has been associated with the firm for eighteen years first as superintendent and for some time as manager. A brother, Thomas G. Bond, who has been superintendent of the plant since 1918, will continue in that capacity. He has been connected with the firm for some fifteen years.

"The plant of the Buyer's Door & Manufacturing Co., Ltd., is situated on Pacific Avenue, West Toronto. They are manufacturers of veneer and pine doors, which are marketed in all parts of Canada. They are also manufacturers of staved columns, newel posts, frames, sash, flooring, interior fittings, mouldings, stairs, panelling, etc. Their mills and yards are thoroughly well equipped. Mr. Bond states that the high standard of goods established many years ago under the name of Batts, Limited will be maintained by the new firm and that the established trade mark of 'B.L.' will be retained.

John S. Bond is vice-president and managing-director of the newly named company. He and his brother come of a family which has been associated with the lumber and timber business for three generations."

Commencing Operations

Toronto Asphalt Roofing Manufacturing Company, Limited, Complete Mount Dennis Plant

A new industry commencing operations this month is the Toronto Asphalt Roofing Manufacturing Company Limited, who have erected a plant at Mount Dennis, Ontario. The factory consists of a machine room, boiler room and paint house, equipped with Canadian built machinery, furnished mainly from the A. R. Williams Machinery Company, Limited, Toronto, and the E. J. Brown Machine Shop, Brantford. It is situated on the Yeatman's Road near the Weston Road and raw materials and finished goods are handled on a railway siding 530 feet long from the G.T.R.

The machine room is 175x50 feet red brick walls and mill construction. The boiler room is 50 feet square and is of red brick with thirteen inch walls, steel and concrete roof. It is 22 feet high from floor to roof girders and contains a 100 h.p. boiler and a Goldie & McCullough-Wheelock engine. The paint house is a red brick building, 20 feet square, about 75 feet from the boiler room.

The plant has a capacity of about 20 tons each eight hour shift and about twenty men will be employed on each shift. All kinds of composition roofing will be produced but slates and roll roofings are to be the principal products.

Complete Office Building

Watt Milling & Feed Co., Limited, Toronto, Complete Fine Addition to Their Plant

The *Canadian Milling and Grain Journal* publishes the following description of a new office building recently erected by the Watt Milling & Feed Co., Limited, Toronto:

"The Watt Milling & Feed Company, Limited, Toronto, have just completed their fine new office building which is 40x35 feet and two storeys high. The upper floor is fitted up as apartments, which are occupied by part of the office staff. The lower floor is the main office and is attractively finished in oak and face brick. The street wall is a large plate glass window and the entrance doors are situated at either corner. A feature of the office is the counter which is a piece of high-class woodwork, at the rear of which are four private offices. These are finished in oak panelwork on the outside to conform with the general decoration scheme of the office. The basement is fitted up with wash and locker rooms and there is also a large lunch room in which has been placed a kitchen cabinet and a gas range. This is for the use of the office staff. The foundation and construction are such that additional storeys may be added at any time if required."

One of the largest and most completely equipped Sheet Metal Plants in the British Empire



Your enquiry is solicited and will receive prompt and careful attention from our engineers.

STEEL STAMPINGS

OUR steel stamping department, with its batteries of heavy presses and other special equipment; its corps of specially trained mechanical engineers, die-makers and skilled operators, offers you a really efficient service on steel stampings of every size. If you have a stamping problem that is worrying you, or are contemplating new economies by using stampings instead of forgings, write us. We will give your enquiry prompt and careful attention. Also manufacturers of Metal Culverts, Metal Ceilings and Walls, Metal Roofing and Siding, "Rib Fabric," "Steelcrete," etc.

THE PEDLAR PEOPLE LIMITED (Established 1861) EXECUTIVE OFFICES: **OSHAWA, ONT.**

FACTORIES: OSHAWA, ONTARIO AND MONTREAL, QUEBEC

Branches: Quebec, Halifax, St. John, Ottawa, Toronto, Hamilton, Winnipeg, Vancouver



Regrinding Automobile Engines Using Norton Autopart Regrinding Machines

THE increasing demand for automobile engine regrinding is keeping many small machine shops and service repair stations busy in spite of depressed business conditions.

An old automobile engine is now made equal to a new one by regrinding the cylinders, pistons, piston pins, valves and the crankshaft. Regrinding usually doubles the life of the car.

There are more than nine million motor cars registered in the United States. At least one-half of the engines need regrinding—the field is an attractive one.

The new NORTON AUTOPART REGRINDING MACHINE was designed exclusively for the automobile repair or regrinding shop.

With the exception of the cylinders it will take care of all the grinding necessary to put an automobile engine in first-class condition. It will grind pistons, piston pins, valves and ALL TYPES OF CRANKSHAFTS.

Interesting facts in connection with the equipment necessary and the opportunities in the field may be had by writing to us.

NORTON COMPANY

Worcester, Massachusetts

IN CANADA PLEASE COMMUNICATE WITH

NORTON COMPANY OF CANADA LIMITED

Hamilton, Ontario

Westinghouse Plant Busy

Orders for Air Brake Equpment Keep Hamilton Plant Going

The Hamilton Spectator of August 3, reports that 'The Westinghouse Company has taken on a number of hands who were laid off some weeks ago. The air brake department of the company's plant is now busy, a large number of orders having come in. Amongst the orders is one for brakes for the 200 new cars being built for the Toronto street railway."

Are Assembling Cars

Dodge Brothers Will Probably Locate Canadian Factory in Border Cities

The Dodge Brothers Company of Detroit, Michigan, have leased a wharf and building from the C.P.R. in Windsor, Ontario, and are assembling some cars there. No official announcement of the company's plans for commencing manufacturing in Canada has yet been made but it is understood that a Canadian Company is being incorporated and the location of a factory in one of the Border Cities is probable.

Brass Foundry Closed

T. McAvity & Sons, Limited, Have Closed Down St. John Plant Indefinitely

A St. John Despatch, dated August 1, states that the brass foundry of T. McAvity and Sons, Limited, on Waater street, has been closed down for an indefinite period. An officer of the company said that the closing down was due solely to the fact that the company have on hand at present from one and a half to two years' stock, and felt that it would be impossible to continue under prevailing conditions with an already heavy stock.

For the past five months gradual reductions in staff have been made. Under normal conditions from 190 to 200 men are employed In May there were 150 men; in June 140; in July 130, and last Friday when the plant was closed down there were 115 men employed. Three or four men will be retained about the plant to finish some order jobs. To a question as to how long the brass foundry would be closed, the answer was that it was "down indefinitely."

Addition at Winnipeg

W. T. Rawleigh Company, Limited, Erecting a Three-storey Factory Building

A new addtion is being made to the Winnipeg factory of the W. T. Rawleigh Company, Limited, manufacturers of proprietary medicines, extracts, etc. It is a three-storey building with basement and is of the latest improved heavy reinforced steel concrete construction. Good progress is being made and the building will be ready for occupation by the beginning of November. It will increase the present factory space by about 30,000 square feet.

New British Columbia Industry

Prince Rupert Pulp and PaperlCo. Takes Over Sawmill and Install Pulp and Paper Mill

The *Pulp and Paper Magazine* announces in a recent issue that the newly-formed Prince Rupert Pulp and Paper Co., Limited, have taken over the Emerson saw mill at Prince Rupert, B.C., and its timber limits in that district, covering approximately 2 000,000,000 feet of timber and several water powers as well. The saw mill is located on Prince Rupert harbour and has a cutting capacity of 40.000 000 feet per year. The plans of the Prince Rupert Pulp & Paper Co. call for the installation of a paper mill with a capacity of 200 tons a day, which will be located alongside the existing saw mill. The first unit being installed is a 40-ton sulphite mill and the construction of the plant is under the direction of the Management Engineering & Developing Co., at Dayton, Ohio. It is expected that the first unit will be completed early next year. The operations of the saw mill have hitherto been confined entirely to spruce but on completion of the sulphite plant, the saw mill will market only the upper grade of clean spruce, the lower grades all being used in the production of sulphite pulp. John Emerson is president of the company and J. A. Ward Bell is general manager. T. H. Watson, of Toronto, is associated with the company.



We Manufacture



Brass, Phosphor Bronze, Copper and Aluminum Castings of every description, any size, any weight. Made from our **"Standard Mixtures"** or we will make them from any Special Formula.

They never fail to test up to the required analysis and never disappoint the user.

GET OUR REVISED PRICES

Manufactueed by



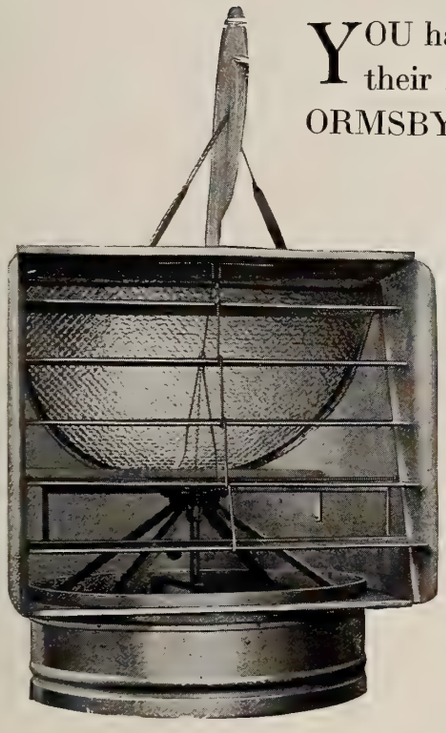
Tallman Brass & Metal Limited

HAMILTON, ONT.



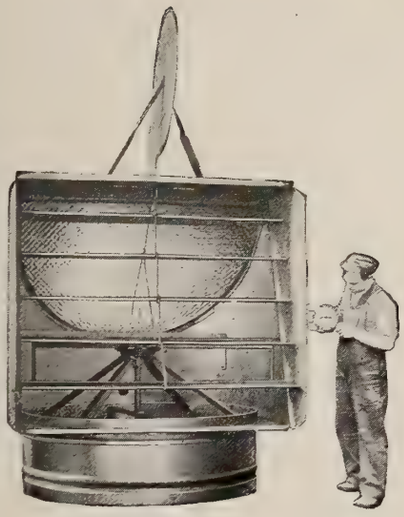
The Maximum Results From Labor

are *Needed Today*



YOU have had a real time of it this summer. Your men have done their best, but in certain parts of your plant if you had had our ORMSBY-SWARTWOUT VENTILATORS, your men would have been in better physical shape. More work would have been produced and better returns per man would have resulted. We do not mean to say that our Ventilators would have made an Ice Plant of your works, but we do say with all sincerity, that by drawing off the stale air and replacing it with clean vitalized air, that your working sheets would have shown increased production.

Try two or three 18″ Ventilators in one part of your works NOW and see the real results thay will give you. We know you will place them on the balance of your plant before next summer.



We make them in Canada, but in United States last year they sold almost Two Million Dollars worth, which demonstrates that the goods have real merit.



Let us send you our booklet entitled "The Gospel of Fresh Air." You will find it interesting and a money maker for you. We have hosts of Canadian references if you wish for them—

Write Us Now.

THE A. B. ORMSBY COMPANY LIMITED

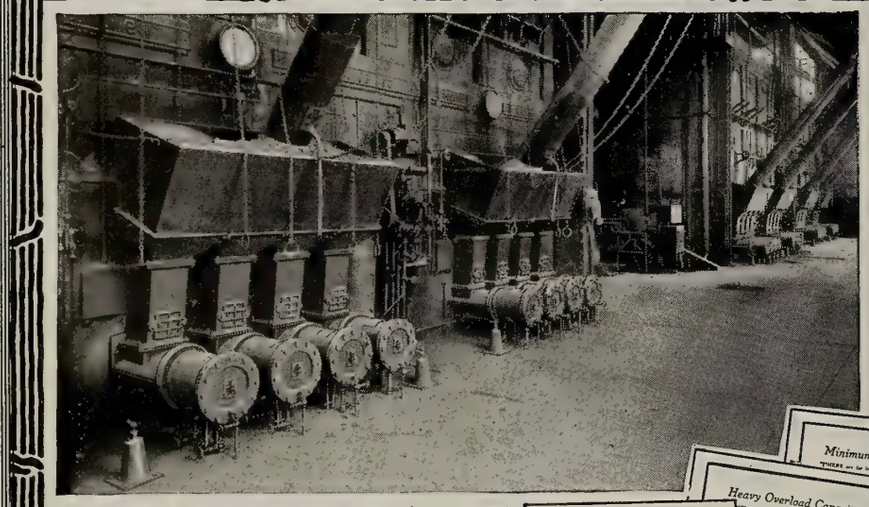
TORONTO, ONTARIO

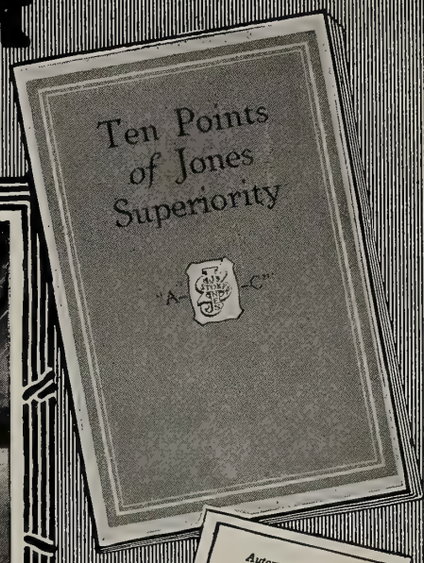
Associated with The Metal Shingle & Siding Co., Limited
Preston, Montreal, Winnipeg, Calgary and Saskatoon

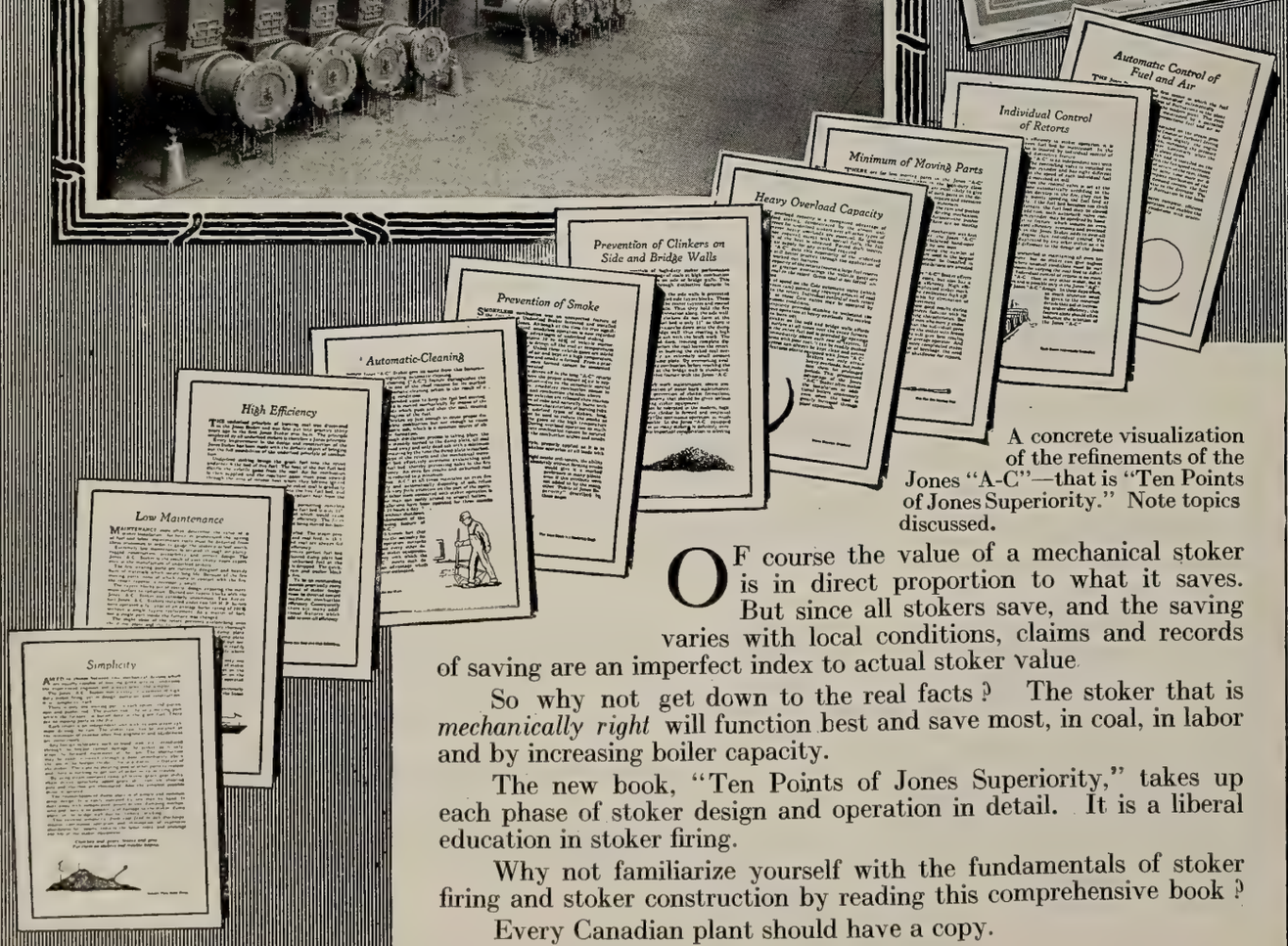
AGENTS:

BRITISH COLUMBIA—A. T. Chambers, Vancouver. NEW BRUNSWICK— J. Charlton Berrie, St. John
NOVA SCOTIA—F. A. Gillis Co., Ltd., Halifax.
OTTAWA—Canada Engineering & Construction Company, Ottawa

Each "Point" is a part of every installation







A concrete visualization of the refinements of the Jones "A-C"—that is "Ten Points of Jones Superiority." Note topics discussed.

OF course the value of a mechanical stoker is in direct proportion to what it saves. But since all stokers save, and the saving varies with local conditions, claims and records of saving are an imperfect index to actual stoker value.

So why not get down to the real facts? The stoker that is *mechanically right* will function best and save most, in coal, in labor and by increasing boiler capacity.

The new book, "Ten Points of Jones Superiority," takes up each phase of stoker design and operation in detail. It is a liberal education in stoker firing.

Why not familiarize yourself with the fundamentals of stoker firing and stoker construction by reading this comprehensive book?

Every Canadian plant should have a copy.

The UNDER-FEED STOKER CO. of Canada, Limited

81 Victoria Street, TORONTO

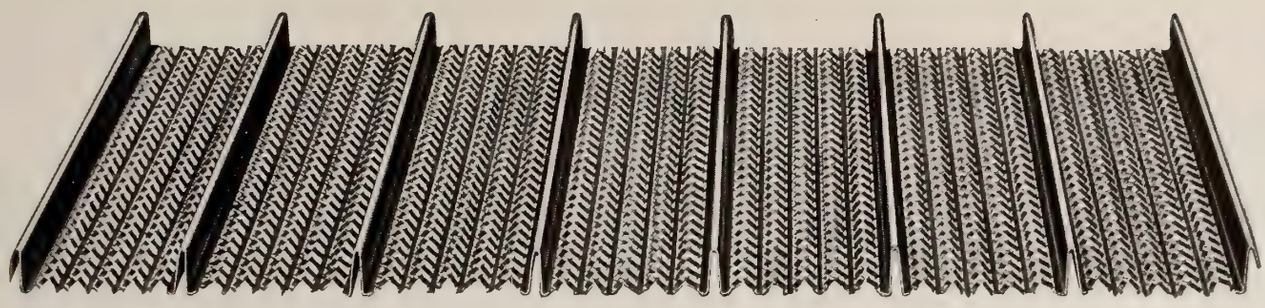
Quebec and the Maritime Provinces: The Cleaton Co., (Canada) Limited 403 Southam Bldg., Montreal, Que.

Alberta and Saskatchewan: Mr. J. Twomey, Camrose, Alta.

British Columbia: E.A. Earle, Ltd., 739 Hastings St. W, Vancouver, B.C.

MOLLI STEAMOUS
JONES STOKER

JONES "A-C" STOKERS



Why Use High-Rib?

Because Hy-Rib

Eliminates all forms for concrete.
Saves channels and wiring.
Reinforces the concrete and plaster.
Insures fireproofness and permanence.
Permits wide spacing of supports.
Reduces weight of construction.
Increases available floor space.
Saves time, labor and material.



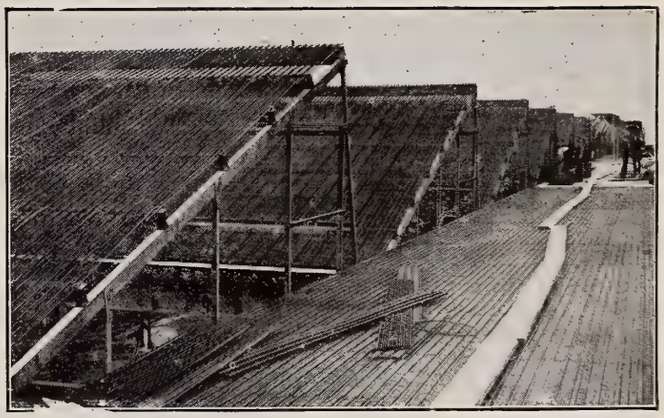
HY-RIB

Hy-Rib Walls and Sidings

are much less expensive than other types of permanent construction, and much more economical than old-style constructions which rust, decay and require constant maintenance.

A solid two-inch Hy-Rib concrete wall is as solid as a 12-inch brick wall. It conducts no more heat. It is as fireproof. Still it costs much less, it is more quickly erected and it is more easily adapted to special framing.

Our new Hy-Rib Book is free to all who plan or build. Write for it.



TRUSSED CONCRETE STEEL CO.

OF CANADA, LIMITED

WALKERVILLE, ONT.

Branches: Toronto, Montreal, Winnipeg, Vancouver, Calgary
WAREHOUSES: Toronto, Winnipeg, Calgary

Reinforcing Steel, Metal Lath, Steel Windows, Building Specialties.

TRUSSED CONCRETE STEEL CO OF CANADA LIMITED
TRUSCON
Building Products



The Pulse of Business in Canada

Bank Clearings

Heavy Decrease During July, in Which Every Canadian City was Included

Every city in Canada, having a clearing house, reported a decrease in July over the corresponding month of 1920. The declines ranged from $159,853 083, in the case of Montreal to $315,900 in the case of Windsor. With a grand total of $1,340,699,223, there was a falling-off of over $300,000,000 or 18.6 per cent. Following are the figures for July, 1921:—

EASTERN CITIES	July, 1921	Change	%
Toronto	$ 400,200,129—	$ 18,317,330	9.7
Montreal	487,967,909—	159,853,083	24.6
Ottawa	29,242,987—	8,945,660	23.4
Hamilton	24,374,555—	9,937,899	28.8
Halifax	14,520,066—	10,000.894	40.7
St. John	13,486,603—	2,474,594	12.3
London	12,251,853—	4,157,269	25.3
Brantford	4,781.444—	1,726,207	26.5
Windsor	16,331,804—	315,900	1.8
Kitchener	4,864,014—	450,840	8.4
Sherbrooke	4,312,623—	1,758,673	28.9
Peterboro'	3,546,742—	838,711	19.1
Total East	$1,015,880,729—	$247,530,654	19.5
Moncton	4,805,281		
Kingston	3,414,867		

WESTERN CITIES	July 1921	Change	%
Winnipeg	$ 169,100,232—	$ 18,317,330	9.7
Vancouver	59,571,725—	17,362,315	22.5
Calgary	23,671,791—	8,886,328	27.1
Edmonton	18,760,263—	2,350,011	11.1
Regina	15,944,599—	2,267,292	12.4
Victoria	10,324,988—	4,345,108	29.6
Moose Jaw	5,927,532—	1,522,636	20.4
Lethbridge	2,555,724—	381,122	12.9
Ft. William	3,446,027—	497,710	12.6
Brandon	3,166,105—	357,687	10.1
New Minster	2,599,087—	521,664	16.6
Medicine Hat	1,673,275—	370,445	18.1
Saskatoon	7,817,146—	2,230,492	22.1
Total West	$324,758,495—	$ 59,400,140	15.4
Grand Total	$1,340,699,223—	$306,930,794	18.6

Movement of Prices

Tendency for Month of June was Still Downward, but not to a Pronounced Degree

Reporting for the month of June, the *London Gazette* states that the movement of prices continued downward but was not as pronounced as during the latter part of 1920 or the early part of 1919.

In the retail prices of foods, the average cost of a weekly family budget in 60 cities at the first of June was $11.16 as compared with $12.25 for May, $16.92 for June 1920, $13.72 for June 1919, $12.77 for June 1918 and $7.35 for June 1914.

In whoesale prices, the index number stood at 242.6 for June, as compared with 247.3 for May, 249.3 for June 1920, 284.1 for June 1919, 280.6 for June 1918 and 135.3 for June 1914. The chief decreases for the month were in livestock and meats, fish, miscellaneous foods, with small increases in textiles, leather and building materials. As compared with a year ago, all groups were substantially lower, especially grains, textiles, hides and leathers, lumber and raw furs.

Construction Contracts

Considerable Drop in Value of Contracts Let in July as Compared with June.

The value of construction contracts awarded in Canada during July, according to statistics compiled by Maclean Building Reports Limited, was $17,741,400. This compares with $26 436 800 in June, a decrease of 32.6 per cent. Included in the July total were $6,736,300, or 38 per cent., for residential buildings; $6,130,000 or 34.6 per cent. for business buildings; $639,000 or 3.6 per cent. for industrial buildings and $4,236 100 or 23.8 per cent. for public works and utilities.

No change was recorded in the value of contemplated new work or projected building, the total for July being $16,554 400, compared with $16,500,700 in June.

During June the wholesale price index of 48 building materials again receded to 305.3, a drop of 3.7 points for the month, making a total of 97.7 points, or 24.2 per cent. from the high mark of May 1920.

IS YOUR PLANT SILENT?

If so, have you notified the insurance companies carrying the risk and secured their permission to cease operations?

Your policy as originally prepared may give permission to remain silent for not exceeding thirty days. But it may not, and the cessation of operations might void the insurance.

An insurance policy is a legal document and the loss is only payable providing the conditions of the contract have been fulfilled.

As insurance brokers specializing on manufacturing risks, our clients' contracts are prepared in such a way as to, so far as possible, avoid the numerous complications which might occur to affect the legality of the contract.

Should you care to send us your policies for analysis, we shall be pleased to advise, free of all obligation, if same are in order or what changes, if any, are necessary.

WILLIS FABER & CO.

OF ONTARIO, LIMITED, TORONTO.

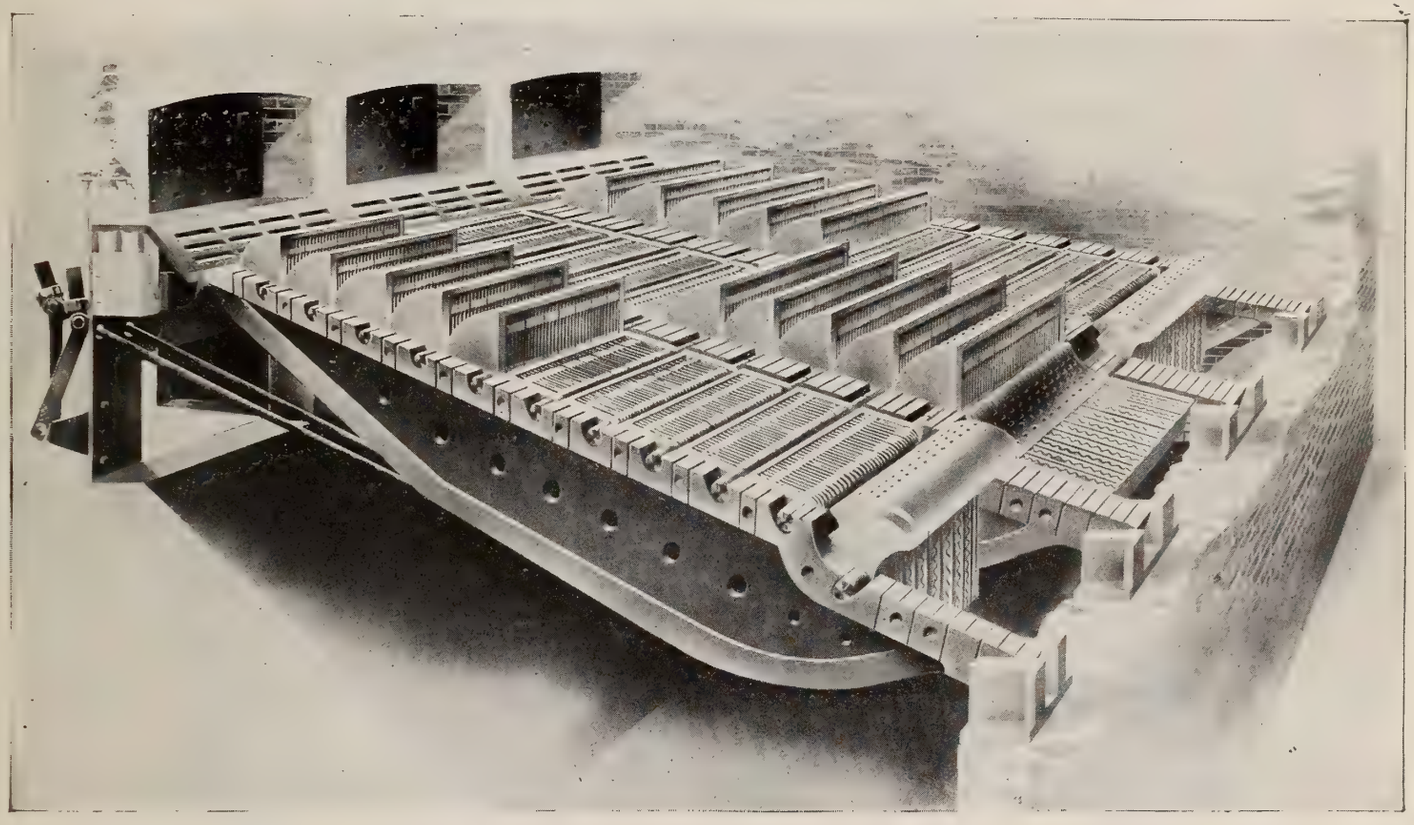
OF CANADA, LIMITED, MONTREAL.

INSURANCE BROKERS.

MANAGERS, C.M.A. INSURANCE DEP'T.

Files Stokers

Hand Operated



Simplicity—Ruggedness—Effectiveness—outstanding features of Files Stokers

Due to the absence of complicated and intricate parts, the average fireman is well able to operate the stoker with maximum efficiency—expert or expensive labor is unnecessary.

Clinker is ground out, ash and refuse removed, coal distributed—the fire is kept clean, uniform, rich—all by the easy, simple movement of the pull-rods at the boiler front. Not once are the fire doors opened to perform any of these operations. Cool air—that destroys draft, chills heated surfaces and strains the boiler—is eliminated.

Consult the perspective view of the stoker. It illustrates the distinctive movement of the stoker bars by means of the counter-balanced cleaning plate. There is no drop in steam pressure nor is live coke lost into the ashpit during these operations.

Perforations and corrugations throughout the various stoker parts provide constant circulation and proper distribution of air (absolute necessities for efficient combustion), and prevent warping or burning of these parts. Ample provision is made for expansion.

Combustion is complete at all times; maximum evaporation is guaranteed; overloads are a natural requirement easily met by the stokers.

The entire stoker is designed simply but ruggedly; to insure continuous service with smallest operating and maintenance costs. Numerous plants—large and small—are benefiting from these exclusive features of Files Stokers.

Waterous

BRANTFORD, ONTARIO, CANADA

Expert Insurance

AN insurance broker is a man you retain to place your insurance because he knows how. In everything he does he acts for you. His trade mark is your guarantee against flaws in your policies. His experts are your protection.

If there is no policy existing that gives you the proper protection—we will design a policy that will. This is the service we render our clients.

Write for booklet "K" fully describing our system.

IRISH & MAULSON
LIMITED
Insurance Brokers
TORONTO MONTREAL

17



Trade Returns

Department of Customs Summary Shows Large Decrease During Month of July

For July, 1921, the summary of Canadian trade issued by the Department of Customs shows that there was a very marked decrease both in imports and exports as compared with the figures for July, 1920. The total decrease in trade amounts to $115,334,168. The grand total trade for July, 1921, was $118,846,033 while for the same month last year it was $825,267,761.

The decrease in imports amounts to over $52 800,000, foodstuffs, textiles and iron and steel products showing appreciable declines. Exports of agricultural products and wood, wood products, paper, etc., were considerably lower than during July, 1920.

For the four months ended July, 1921, the grand total of trade was $474,804.739 against $825 267,761 for the corresponding period of last year. Details of the July statement are as follows:—

IMPORTS ENTERED FOR HOME CONSUMPTION
Month of July

	1920		1921	
	Free	Dutiable	Free	Dutiable
Agricultural and vegetable products, mainly foods	$ 4,864,903	$17,344,145	$ 2,478,006	$ 8,205,031
Agricultural and vegetable products, other than foods	2,580,618	3,367,157	1,426,222	2,481,680
Animals and animal products	2,790,641	2,978,486	1,579,785	2,422,350
Fibres, textiles and textile products	9,285,483	18,278,497	3,463,905	6,497,619
Chemicals and chemical products	1,847,284	1,954,359	647,845	997,587
Iron and steel, and manufactures thereof	4,758,270	19,936,820	1,049,644	8,492,672
Ores, metals and metal manufactures, other than iron and steel	1,498,947	3,785.895	284,461	1,757,953
Non-metallic minerals and products	8,078,038	10,421,506	7,533,006	6,277.459
Wood, wood products, paper and manufactures	2,464,240	2,980,306	1,141,839	1,588.361
Miscellaneous	3,839,462	4,213,754	2,099,659	1,880,806
Total	$42,007,886	$85,260,925	$21,704,372	$40,701,518
Duty collected		$17,176,903		$9,696,020

EXPORTS
Month of July

	1920		1921	
	Domestic	Foreign	Domestic	Foreign
Agricultural and vegetable products, mainly foods	$33,867,804	165,047	$16,712,205	$93,440
Agricultural and vegetable products, other than foods	2,489,585	15,241	728,475	61,663
Animals and animal products	18,878,152	110,912	13,052,648	81,892
Fibres, textiles and textile products	1,317,452	231,244	298,058	271,517
Chemicals and chemical products	2,145,747	22,018	512,078	22,593
Iron and steel, and manufactures thereof	5,700,989	591,736	1,687,934	303,057
Ores, metals and metal manufactures, other than iron and steel	3,972,558	147,435	2,704,287	50,505
Non-metallic minerals and products	3,581,217	60,623	2,673,175	53,954
Wood, wood products, paper and manufactures	28,775,429	50,701	15,215,018	27,641
Miscellaneous	4,146,691	640.809	934,158	955,845
Total	$104,875,624	$2,035,766	$54,518,036	$1,922,107

Building Permits

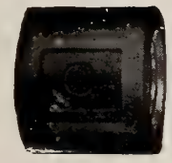
Total of Permits Issued by 56 Canadian Cities in May Showed an Increase.

Employment in the building trades as indicated by the value of building permits issued in 56 cities showed a slight increase in May, according to figures compiled by the *London Gazette*. For May, the total was $13,233,543, an increase over April of $731.213 or 5.8 per cent. and over May 1920 of $1,151,943, or slightly over 9.5 per cent. The totals by provinces were as follows:—

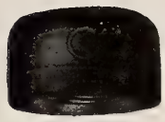
	April 1921	May 1921	May 1920
Prince Edward Island	$ 107,000	$ 6,200	$ 4,500
Nova Scotia	658,535	523,929	563,107
New Brunswick	117.720	73,025	158,663
Quebec	2,260,960	2,882,008	2,476,783
Ontario	5,656,250	6,522,245	6,123,333
Manitoba	876,880	1,156,663	579.059
Saskatchewan	448,280	463,360	570,255
Alberta	1,269,645	328,830	891.460
British Columbia	1,107,060	1,277,283	714.440
Total—56 cities	$12,502,330	$13,233,543	$12,081,600

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14

Deaths Among Prominent Manufacturers

John G. Palmer

Head of the Canadian Kodak Company Passed Away in Toronto After Lengthy Illness

The death occurred in Toronto on August 4 of John Garrison Palmer, president and general manager of the Canadian Kodak Co., Limited. Mr. Palmer was born at Brooklyn, N.Y., sixty-seven years ago, coming to Canada in 1899 to establish the Kodak Company in Toronto. The business was started in premises on Colborne Street, then moved to King Street and finally was located in the present extensive plant at Mount Dennis. The growth of the business in Canada was due largely to the organizing ability of the late Mr. Palmer.

John M. Kilbourn

Vice President of the Canada Cement Company, Limited Dies at Owen Sound

On August 13th after an illness of several months John M. Kilbourn, vice-president of the Canada Cement Company, Limited, died at his home in Owen Sound, Ontario. In addition to the responsible office which he had held with the Canada Cement Company from the time of their formation, Mr. Killbourn was actively interested in several industries of Owen Sound, being president of the Northern Bolt and Screw Company, and a director of the North American Furniture Company and, until recently, a director of the National Table Company.

The late manufacturer was born in Smith's Fall's Ontario, in 1841 and came to Owen Sound in his childhood. After ten years in business. In Vennay he began the study of law and on admission to the bar he opened an office there. In 1885 he returned to Owen Sound where he continued to practice first as the head of Kilbourn and Bishop and later with one of his sons in the firm of Kilbourn & Kilbourn. He was also connected with the private banking firm of Geo. S. Kilbourn & Co. and president of the Kilbourn Real Estate Company.

Seeing the possiblities connected with the growth of the Portland cement industry, Mr. Kilbourn became interested in the Owen Sound Portland Cement Company and afterwards took a prominent part in forming the companies which built the mills at Lakefield, Calgary and Montreal. When the Canada Cement Company was formed he was made vice-president and held this position until his death.

A New Pulp Project

George E. Farlinger and Associates Propose Large Development at Sioux Lookout, Ont.

The *Canada Lumberman* is authority for the following report of a new development at Sioux Lookout, Ont:

"George E. Farlinger and associates have an ambitious plan for development of Sioux Lookout, the baby town of Northwest Ontario. Mr. Farlinger has about 250 square miles of timber limits available, and intends to establish a $2 000 000 pulp mill which will have a capacity of 100 tons daily. The mill will employ 100 men in the summer and about 500 in the winter months, and logging operations will be carried on extensively. It is proposed later to add a paper mill.

"Another project in hand is a million-dollar power development incidental to the establishment of the pulp mill, which will mean the harnessing of Pelican Falls and other points close to the town, development rights for which have already been secured by Mr Farlinger. The power harnessing and pulp mill erection, however depend on the assurance that Ontario's water control rights are left untouched. Sioux Lookout has an extensive general building programme under way and many new houses are being put up."

The Coca Cola Company of Winnipeg have purchased a site at the corner of Vine Street and Gallagher Avenue. The property consists of five and a half acres and was formerly the premises of the Manitoba Rolling Mills. A manufacturing building will be erected on it in the near future.



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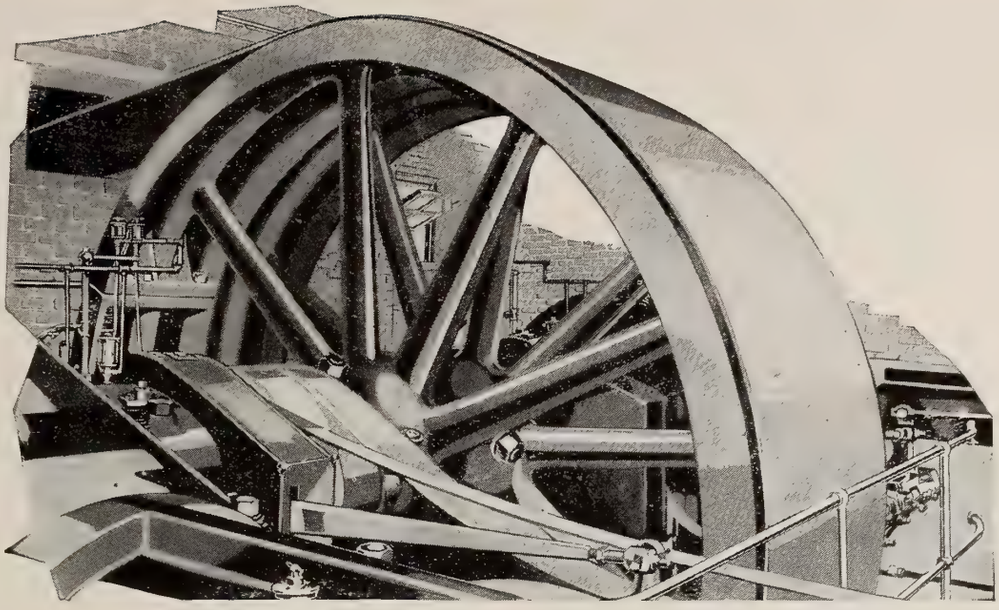
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Transmission: "Dominion," "Keewatin," "Para."
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Rod: "Cabestos," "Valve-Bestos," "Canadian."

Valves: "Montreal." "Commercial" "Canadian."

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Now's the time to use more air and decrease your cost of production



The speed with which these men armed with Little Davids, Chip Locomotive Driving Wheels and other tough and heavy castings at the Canadian Steel Foundries, Longue Pointe Plant, shows the possibilities of cutting production costs with pneumatic equipment and is a pretty good indication of the stand-up qualities of Little David Chippers as the hammers must hit hard and uniformly, yet be easy to hold and free from vibration.

Modern metal working plants depend upon air tools to no small extent for economical and rapid production.

Sand Rammers are used to tamp the molds, Air Motor Hoists to handle them and Chipping Hammers and Grinders to trim and clean the castings; Air Drills and Reamers are used extensively in the machining process; and the assembly finds air tools at work seating studs, running up nuts and performing many other operations in a most efficient manner.

A good air compressor and a few air tools will help your production, and you will be well repaid for investigating them.

Write our nearest branch for a full set of Air Hoist, Little David Tool and Canadian Ingersoll-Rand Compressor Catalogues and forge the first link in a chain of service that starts with a careful study of your problems and ceases only when you stop using pneumatic equipment.

CANADIAN INGERSOLL-RAND COMPANY, LIMITED

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Winnipeg Nelson Vancouver

Production of Iron and Steel

With Additional Furnace Blown in, Production Shows General Increase for June

Pig iron production during June, according to the report of the Dominion Bureau of Statistics, amounted to 54,812 long tons, as compared with 56,091 long tons in May. Amount of basic iron made increased from 44,002 to 48,870 tons, all being used by the makers. Output of foundry iron for direct sale was 4,389 tons, a decrease og 320 tons over May, but output for use by makers dropped from 5,206 tons to 825 tons. Malleable iron output declined from 2,162 tons in May to 661 tons in June. 67 tons of iron castings were made from electric furnaces. A total of 717 tons of ferro-alloys was made, comparing with 944 tons during preceding month.

Six blast furnaces were active at end of June, one additional furnace having been blown in during the month by the Dominion Steel Corporation at Sydney. At the close of the month, three furnaces were being operated at Sault Ste. Marie, one at Hamilton and two at Sydney.

The output of steel ingots and castings in Canada during the month of June was the highest for any month during the present calendar year, the output rising to 64,103 long tons, an increase of more than twelve thousand tons over the production for the previous month, which was 52,001 tons. Direct steel ingots accounted for 62,339 tons as compared with 50,068 tons during the preceding month, and of this quantity, 62,190 tons was basic open hearth steel produced by the makers for their own use. A total of 144 tons of electric steel ingots was made, of which 139 tons was made for further use by the firms reporting. Basic open hearth steel castings were also a little higher for the month, the production being 389 tons, consisting of 100 tons made for further use and 289 tons made for sale. Steel castings made from electric furnaces showed a slight decline from 1,738 tons in May to 1,278 tons in June, of which 1,164 tons was made for sale, and the balance was used by the producing firms.

Diamond Fibre at Exhibition

Diamond State Fibre Co. of Canada Will Have Display at Canadian National Exhibition

The Diamond State Fibre Company of Canada, Limited will be represented at the Canadian National Exhibition to be held in Toronto during the two weeks beginning August 27th. The exhibit will be in the Industrial Building and will be of particular interest to manufacturers of every line of merchandise.

The different grades of raw material will be shown as well as the finished product in the shape of noiseless water-proof gears, machined parts for electrical use, receptacles, automotive parts, etc. There will also be exhibits of articles in which Diamond Fibre has been utilized for machined parts in the place of wood, metal, rubber and other substances.

Representatives of the Company will be at hand every day to thoroughly explain Diamond Fibre and its uses to anybody interested. Out-of-town customers are cordially invited to make the Diamond Fibre Booth their headquarters while in Toronto.

Agencies for Britian

An Opportunity for Canadian Manufacturers to Secure Representation in the Old Country

C. L. Knuth of C. L. Knuth & Co., commission merchants 4 Toronto Street, Toronto, who expects to leave for England towards the end of the year, is prepared to take on the representation of several Canadian manufacturers in the old country. Mr. Knuth has an intimate knowledge of both the British and Canadian markets. His family have been engaged in manufacturing in England for many years and he himself, except for the interval of the war, when he was on active service, has been in Canada since 1907 in the brokerage business. Any Canadian Manufacturers who are considering developing trade in Great Britain, might get in touch with Mr. Knuth.

By a vote of 209 to 758, ratepayers of Fort William on July 27 defeated a by-law granting further partial exemption from taxation to the Canadian Iron Foundries Limited.

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Recent Industrial Fires

Frankford Industry Burns

Plant of Frankford Canning Co. Completely Destroyed in a Disastrous Blaze.

During the night of August 7 the canning factory of the Frankford Canning Co., at Frankford, Ont., was entirely destroyed by fire, with an estimated loss of about $130,000. The plant was being put in readiness for re-opening for the corn canning season. The factory itself was a metal-covered structure valued at approximately $40,000. With the building was destroyed all the product of the season, besides a large stock of last year's make and the canning machinery. The factory was owned by residents of Frankford and the surrounding country.

Canning Plants Destroyed

Three Plants at Kelouna, B.C. go up in Fire with Loss of $150,000

Fire of unkown origin started in the plant of Dominion Canners Limited at Kelowna, B.C., on the night of July 31 and quickly spread to that of the Western Canners, completely destroying both buildings. Early on August 1, the fire again became active and burned the Sheppard Fruit Products Limited. Newspaper estimates place the loss at $150,000.

Fire in Kitchener

Ritchie Button Co. Suffer Some Loss in a Fire on the Morning of August 4th.

At an early hour on the morning of August 4, fire was discovered in the plant of the Ritchie Button Co., Kitchener, and before it was extinguished a loss of about $10,000 was suffered by the firm and the Commercial Printing Co. The fire is believed to have originated from a gas plate in the pleating room which had been left burning.

Issue New Books

Publications of Canadian Link-Belt Company Dial with Belt Conveyors and Steel Chains

The Canadian Link Belt Company, Limited, of Toronto and Montreal have published two new books which will be sent on request to anyone interested in the subjects dealt with. The first publication is book number 215, describing belt conveyors manufactured by the company, and containing price lists and illustrations of typical installations. Book number 475 is a steel chain data book in which are presented heavy steel chains used for power transmission and also elevating and conveying chains.

New Oxygen Plant

Dominion Oxygen Company Starts Construction of Their Second Plant, Located at Montreal

The Dominion Oxygen Company broke ground in Montreal last month for a quarter-of-a-million dollar oxygen plant, which will double the company's present capacity. The building will be 100 ft. x 100 ft. and will be substantially a duplicate of the company's Toronto plant, which until now has supplied oxygen to Canadian industrial users through five district distributing stations. The Montreal plant will be the second of five producing plants projected at the time the company was organized last year.

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Book Reviews

The Manufacture of Paper

From Rags to Writing Paper. A series of twelve sketches by C. W. Simpson, R.C.A., reproduced with descriptive notes by the Rolland Paper Company, Limited.

A clear explanation of the various processes by which linen and cotton rags are transformed into writing paper is presented by the Rolland Paper Company, Limited, in this exceedingly attractive publication. The first four pictures show the reduction of rags to pure cellulose fibres. The fifth and sixth illustrate the further reduction and refinement of the fibres in preparation for the paper machine shown in the seventh sketch. The remaining pictures are of drying and finishing processes.

A short historical account of the company illustrated by portraits of members of the Rolland family and drawings of the mills at St. Jerome and Mont Rolland, Quebec, completes the book. Naturally, "Superfine Linen Record" has been used to carry the story, and the artistic effect attained should be a good advertisement for the company.

Dominion Income Tax Law

A Treatise on the Dominion Income Tax Law. By Charles Percy Plaxton and Frederick Percy Varcoe. Toronto: The Caswell Co., Limited, 1921.

This work is a legal treatise on the principles of Income Tax law as applicable to the interpretation of the Dominion Income Tax act. The authors have collected and reviewed, in a lucid and compendious form, the leading decided cases throughout the British Empire and the United States applicable to determine under the Dominion Act what persons are liable to taxation and what receipts constitute taxable income and what deductions and exemptions the taxpayer is entitled to claim in computing his taxable income. Evident care has been taken to indicate the precise application of these decisions under the Dominion Act. The provisions of the Act relating to returns of income and of other information, and the different forms in use, are examined together with the provisions respecting the penalties which may be assessed or enforced, the assessment of the tax and appeals therefrom. The rates of the tax, the remedies against evasion, the time and manner of payment of the tax, and the methods of enforcing payment also are discussed.

In addition, consideration has been given to important questions affecting the constitutional validity of the act and the scope and limits of the taxing power of the Parliament of Canada under the British North American Act. The principles of interpretation especially applicable to taxing acts have been conveniently collected.

An appendix containing an office consolidation of the Income War Tax Act, 1917, and its amending Acts, down to 1920, indicating in ready reference form the dates from which the provisions are respectively applicable.

The amendments to the Act enacted at last session modifying the penalties under the former legislation having become law since this volume left the press, could not, of course, be included.

As in Canada, the United Kingdom and the United States first resorted to taxation of incomes because of war. In the crisis of the Napoleonic wars, the Government found inadequate the ordinary forms of taxation under which the British people were habituated and they had enacted in 1799 the first Income Tax measure, the first adopted in Europe and the forerunner of all the modern income taxes. 63 years later the urgent matter of revenue in connection with the civil war led the Congress of the United tates to enact the first federal income tax law, to go into operation in that country. The income tax, as amended, may be regarder as an integral and permanent part of the Dominion's fiscal system. because the need of revenue out of which it was born will exist for half a century at least. Under these circumstances, the work of Plaxton and Varcoe forms a substantial contribution to the elucidation of the whole system of income tax law.

J. L. MOON, President L. W. FRICKE, Vice-President J. S. BRACKEN, General Manager L. W. JUST, Secretary-Treasurer

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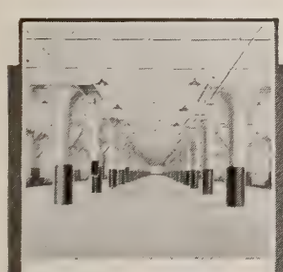
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Sta-White— *a pure white, light-reflecting oil paint for industrial interiors. It stays white. The mill white you can rely upon.*



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Degraco Paints, Varnishes and Enamels *are made in all colours for interiors and exteriors, for every service requirement.*



Degraco Brick and Concrete Paints—*for interiors and exteriors. Concrete Walls, Floor Paint, Floor Hardener, Damp-proofing.*



Degraco-Tone—*an oil paint in flat finish for interior use on plaster walls, woodwork, wall board, concrete, tile, metal ceilings.*

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Technical Education

First Annual Report of the Director of Technical Education for Canada. Proceedings of the first National Conference on Technical Education. Ottawa: the King's Printer, 1921.

These two publications, recently issued by the Department of Labour, deal with the operations of the Act for the Promotion of Technical Education in Canada which was assented to on July 7th, 1919. The first describes the work done up to the end of the fical year closing March 31st, 1920. The second reports the business transacted at the conference held in Ottawa on October 25-26 of the same year, when representatives of the provincial departments of education assembled to discuss fundamental questions relating to technical training and other educational matters of general interest. It includes, among other things, a complete stenographic report of the proceedings and discussions at the four sittings and a curriculum of the proposed science matriculation course for Canadian technical schools.

A Booklet on Quebec

Industrial and Commercial Advantages of City of Quebec. Published by Quebec Board of Trade, 1921.

Condensed in this small booklet is a great deal of useful statistical information about the city of Quebec. A description of the city, with an account of its rail and water connections, its harbor and harbor facilities, its shipping, its electrical supply, its supply of labor, its industries, etc., with reference to prospective industrial opportunities, make up the greater part of the contents. There are several attractive illustrations and a good map of the city and its environs.

Information About India

Handbook of Commercial Information for India. By C. W. E. Cotton, I. C. S., Collector of Customs, Culcutta. Superintendent Government Printing, Calcutta, India, 1919.

For the manufacturer who is desirious of opening trade relations with India, this handbook is a mine of information. A brief introductory description of the Indian Empire deals with its area, population, geography and government. The railway system and its administration is discussed and for each of the governmental departments connected with trade and the various commercial organizations a list of functions is given. One section of forty pages is devoted to notes on principal ports and trade centres and others to financing of trade, import and export trade and miscellaneous information.

Iron and Steel Bulletin

Monthly Report of the Production of Iron and Steel in Canada. Prepared under the direction of S. J. Cook, Chief of the Mining, Metallurgical and Chemical Division: Dominion Bureau of Statistics.

This publication is a new departure, in that it supersedes the former quarterly service of the Mines Branch of the Department of Mines. Some delay has occurred in producing the reports for the earlier months of the year, as it was only decided at the end of March to commence the publication of monthly bulletins, but beginning with the record for May prompt issuance of the bulletin each month may be expected. Statistics are given of the monthly production of pig iron and ferro-alloys, with comparative figures for previous months and years. Production of steel ingots and castings, with comparisons, is also given. The bulletin will prove valuable to all interested in iron and steel.

A Company's History

Massey-Harris, an Historical Sketch, 1847-1920. Massey-Harris Press, Toronto, December 1920.

A chapter of Canada's industrial history telling the story of a firm that has risen from a small beginning to a position of commanding importance, is this booklet containing the record of the Massey-Harris Company, Limited, Toronto, during a period of seventy-three years.

The founder of the company, Daniel Massey, was a farmer living near Cobourg, Ontario. At first as a side-line to the farm, and in 1847, at Newcastle, as a permanent industry he began the manufacture of ploughs, scufflers and other farm implements. In

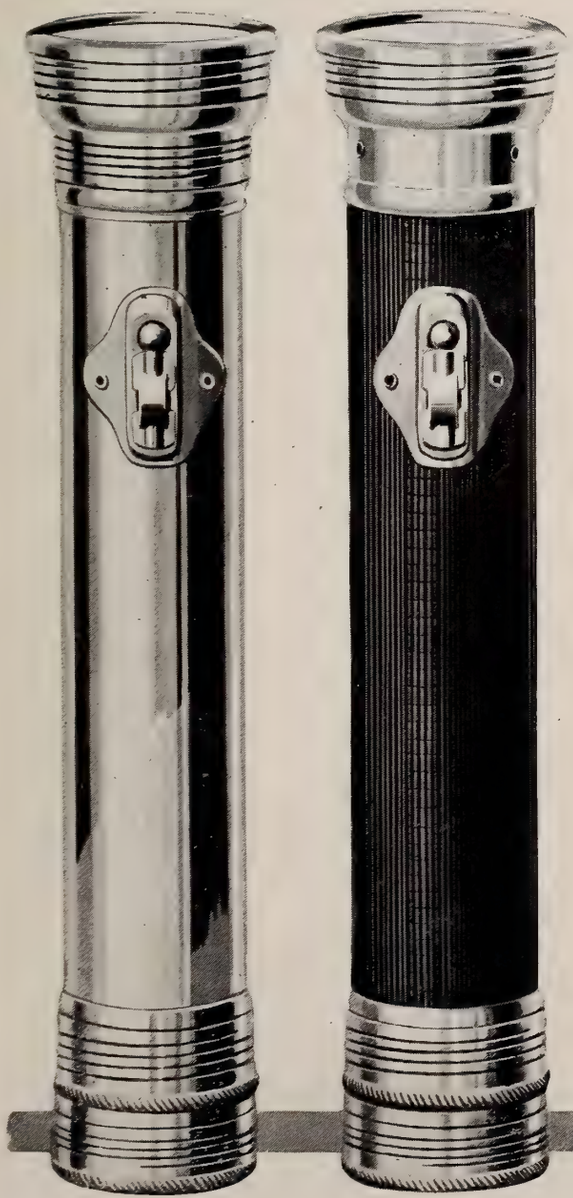
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It shoots a beam with such force and such a distance that you'd think it had a first mortgage on the sun. There's no getting away from the fact that it's there.

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Canadian National Carbon Company

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1851 Hart Massey, the eldest son of the founder, entered the business. The following year he became a partner and general manager and in 1885 sole proprietor, remaining at the head of the business till his death in 1896.

The Harris side of the firm originated in 1857 in Beamsville, Ontario, the founder being Alanson Harris, whose father had invented and made revolving hay-rakes for use on his farm. The firm of A. Harris, Son & Co. moved to Brantford in 1872 and became the largest industry in the town.

In 1879 the Massey Manufacturing Company moved to Toronto. Their binders and mowers were becoming known even throughout the world. By 1890 both companies had a proud record of medals won at exhibitions and field competitions and it was considered the best policy to reduce costs of production, distribution and sale by an amalgamation. Accordingly, in 1891, the Massey-Harris Company, Limited, was formed.

Since the amalgamation the firm's record has been one of progress. New improvements have been made in the machines and trade has been extended in all parts of the world. In the field of industrial relations the company has kept pace with modern thought, looking after the health and general welfare of the workmen and making working conditions as pleasant as possible. This sketch of a great company's development is one that should appeal to all Canadians.

Manganese

The Mineral Industry of the British Empire and Foreign Countries. War period. Manganese (1913-1919). London: Publications *Division.* H. M. Stationery Office.

As explained in the preface, this digest of statistical and technical information relative to the production, consumption and value of Manganese will form part of the volume or volumes on the mineral resources of the British Empire and Foreign Countries constituting the Annual Mineral Conspectus of the Imperial Mineral Resources Bureau. An effort has been made to fill in, as far as possible, the hiatus due to the war in the publications relating in mining and metallurgical statistics. The report on manganese extends to 152 pages and is a very thorough reiew of the industry.

Export Trade Directory

Export Trade Directory, 1921-22. New York, the American Exporter, Penn. Terminal Building, 370 Seventh Avenue. Price $10.

This volume compiled under the supervision of B. Ohky Hough, editor of the *American Exporter*, is the seventh edition of a standard work of reference. It contains a complete list of export merchants and commission houses in the United States with information as to date of establishment, names of officers, address and telephone number, departments, foreign connections, markets covered and products dealt in. There are a number of new features in this edition while the established features have been retained and amplified.

Data on Gear Work

Hamilton's Gear Book. Toronto, 1921: The Hamilton Gear and Machine Company.

Prospective gear users will find a mass of valuable information in this publication of the Hamilton Gear & Machine Company. It contains formulas, tables and other gear data arranged in a condensed form that makes it handy for quick reference. Besides the technical data on sizes of gears, forms of gear teeth, pitch diameters, etc., there is included a list of sizes which can be supplied by the company. Another feature that should save time and trouble to the purchaser is a list of sixteen details needed to quote on, to cut or to supply gears. Engineers will be grateful to the Hamilton Gear & Machine Company for sharing with them their technical experience.

Useful Specimen Book

Canada Printing Ink Co., Limited, Toronto, have recently issued a handsome specimen book showing samples of the many shades of color which they manufacture and carry in stock. These are carefully pulled on coated stock and are illustrated by the use of suitable designs and halftones. The book is strongly bound in red cloth and bulks up to considerable size. The fact that the inks are all Made-in-Canada is emphasized. To users of printing, as well as to printers, the book will be found exceedingly useful.

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Industrial Statistics

Building and General Construction

New Construction to Value of Over $80,000,000 Reported During the Year 1919

In this compilation, the Bureau of Statistics received reports from 1,475 individual operators, of whom 721 were in Ontario, 285 in Quebec, 145 in Nova Scotia, 110 in Manitoba, 75 in British Columbia, 56 in Saskatchewan, 42 in Alberta, 36 in New Brunswick and 5 in Prince Edward Island. Following are the principal statistics:—

Capital investment	$45,011,116
Land, buildings and fixtures	$8,782,116
Machinery and tools	$10,198,749
Materials, stocks in process, etc.	$4,119,386
Cash, trading and operating accounts	$21,910,865
Employees (number)	30,013
Salaries and wages	$33,519,839
Miscellaneous expenses	$4,244,350
Cost of materials	$32,753,754
Value of new construction	$81,411,080
Alterations, maintenance and repairs	$13,084,142

Glass Industry

Over Six Million Dollars Worth of Glass Products Manufactured in Canada During 1918.

During 1918, nine establishments were engaged in the manufacture of glass and glassware in Canada, seven of these being in Ontario and one each in Quebec and Alberta. Following are the principal statistics:—

Capital investment	$7,443,525
Land, plant and equipment	$5,157,009
Materials, stock, etc.	$1,458,032
Cash, trading and operating accounts	$834.484
Average number of wage-earners	2,215
Wages paid	$2,011,051
Value of fuel consumed	$614,247
Value of materials used	$2,056,739
Total output	$6,578,602

Glue Industry

Eleven Plants in Canada were Engaged in Making Glue and Mucilage in 1918.

Eleven plants in Canada made glue and mucilage in 1918, according to the report of the Dominion Bureau of Statistics, issued as an advance chapter of "Chemicals and Allied Products in Canada in 1918." Of the eleven, five were in Ontario, four in Quebec and one each in New Brunswick and Nova Scotia. Following are principal statistics:—

Capital investment	$1,562,086
Land, buildings, machinery, etc.	$816,420
Materials, stocks, supplies, etc.	$342,640
Cash, trading and operating accounts	$403,026
Average number of employees	315
Salaries and wages	$295,364
Total cost of materials	$812,923
Total value of products	$1,465,163

Explosives, Fireworks and Matches

Manufacture of Explosives in Canada Reached Large Proportion in 1918, Last Year of War.

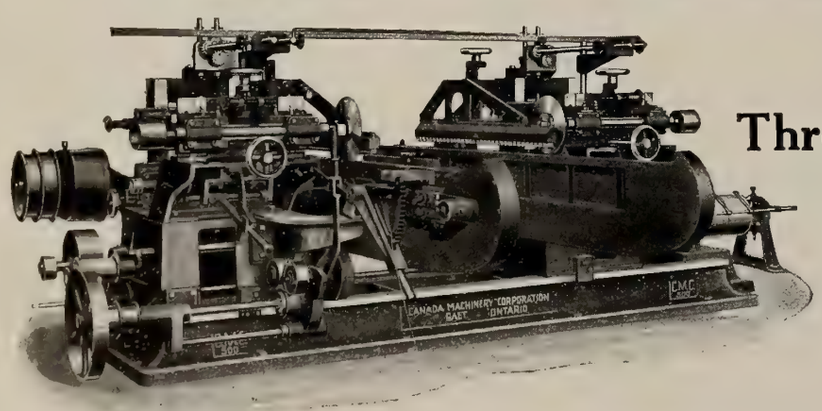
The report on this industry, also issued as an adance chapter of "Chemicals and Allied Products in Canada in 1918." shows that 11 firms manufactured explosives in Canada in 1918, 5 of which were in Ontario, 3 in Quebec and 3 in British Columbia. The following constitute the principal statistics:—

EXPLOSIVES

Capital investment	$19,172,539
Land, buildings, machinery, etc.	$12,444,785
Materials, supplies, etc.	$4,241,182
Cash, trading accounts, etc.	$2,486,572
Average number of wage-earners	4,708
Wages paid	$5,712,542
Value of fuel consumed	$1,047,175
Value of materials	$23,125,839
Value of products	$41,47,828

MATCHES AND FIREWORKS

Capital investment	$2,364,289
Land, buildings, machinery, etc.	$1,373,989
Materials, supplies, etc.	$894,186
Cash, trading accounts, etc.	$96,114
Average number of wage earners	617
Wages paid	$368,468
Value of materials used	$788,182
Value of matches manufactured	$1,545,680
Value of fireworks manufactured	$37,327



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in
Three-quarters of an Hour

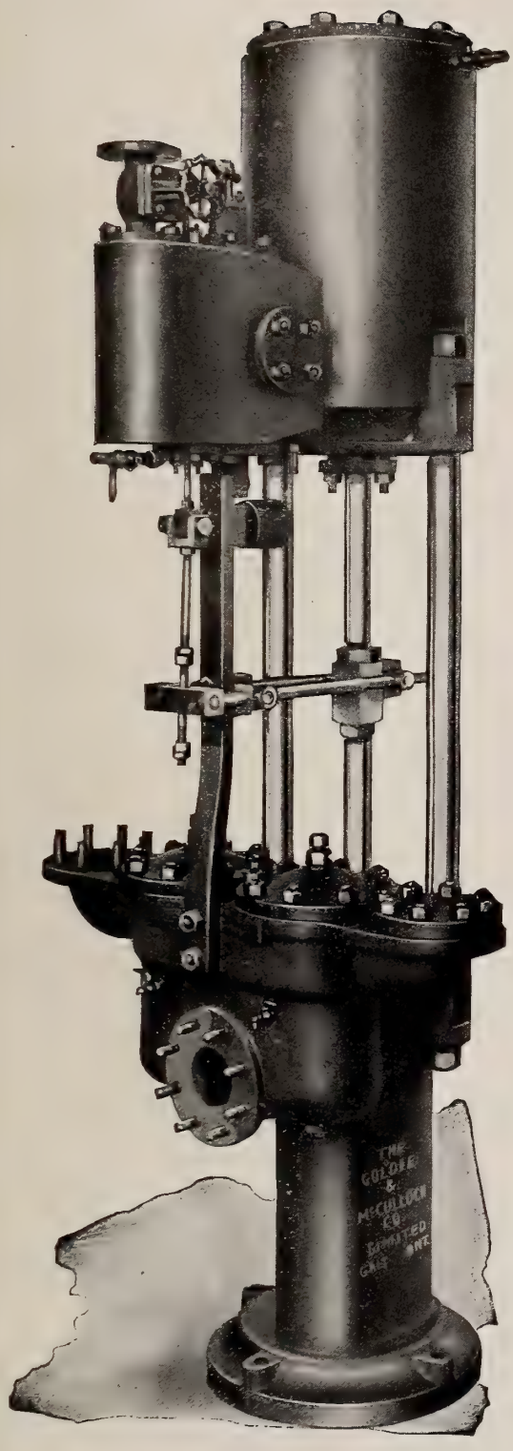
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FOR
Modern Boiler Room Requirements

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Women s Wear Industry

Preliminary Survey for 1919 Covers Both Factory-made and Custom-made Clothing

The Dominion Bureau of Statistics has compiled a preliminary survey of the clothing industry for women for the calendar year 1919. The statistics are presented under two heads, one covering wholesale or factory-made clothing, and the other custom-made clothing, which embraces millinery and dress and mantle-making. In the former class 231 plants are covered and in the latter 1,545. The chief statistics are:—

A. FACTORY-MADE CLOTHING

Capital invested	$23,343,671
Land, buildings and fixtures	$2,932,339
Machinery and tools	$1,335,755
Materials, stocks in process, etc	$13,532,789
Cash and accounts	$5,542,788
Employees (number)	12,345
Male	3,127
Female	9,218
Salaries and wages	$11,877,795
Fuel consumption (value)	$49,499
Miscellaneous expenses	$3,753,333
Materials used (value)	$24,358,284
Value of products	$44,381,417

B. CUSTOM-MADE CLOTHING

Capital invested	$6,415,745
Land, buildings and fixtures	$1,413,890
Machinery and tools	$333,567
Materials on hand, etc	$3,422,729
Cash and accounts	$1,245,559
Employees (number)	5,149
Male	793
Female	4,356
Salaries and wages	$3,544,967
Fuel consumption (value)	$60,541
Miscellaneous expenses	$1,545,915
Materials used (value)	$7,206,605
Value of products	$15,279,448

Plumbing, Heating, Tinsmithing

Preliminary Report of Dominion Bureau of Statistics for the Calendar Year, 1919

A preliminary report on the plumbing, heating and tinsmithing industry in Canada for the calendar year 1919 has been compiled by the Dominion Bureau of Statistics. The report, which covers the operations of 1,963 individual plants, contains the following principal figures:—

Capital investment	$31,258,215
Land, buildings, fixtures	$8,159,593
Machinery and tools	$4,905,023
Materials, stocks in process, etc	$8,774,909
Cash and accounts	$9,418,690
Employees (number)	11,935
Male	10,826
Female	1,109
Salaries and wages	$11,636,866
Fuel consumption (value)	$543,681
Miscellaneous expenses	$3,843,061
Materials used (value)	$24,540,989
Value of products	$47,009,238

Compressed Gas

Needs of Canadian Manufacturers Were Supplied by Establishments in the Year 1918

The 14 establishments making compressed gases in Canada in 1918, produced 5,484,755 cu. ft. of acetylene dissolved in acetone, valued at $138,881; 33,880,000 cu. ft. of oxygen at $674,693 and 2,742,632 cu. ft. of carbon dioxide, worth $221,001. Following are principal statistics:—

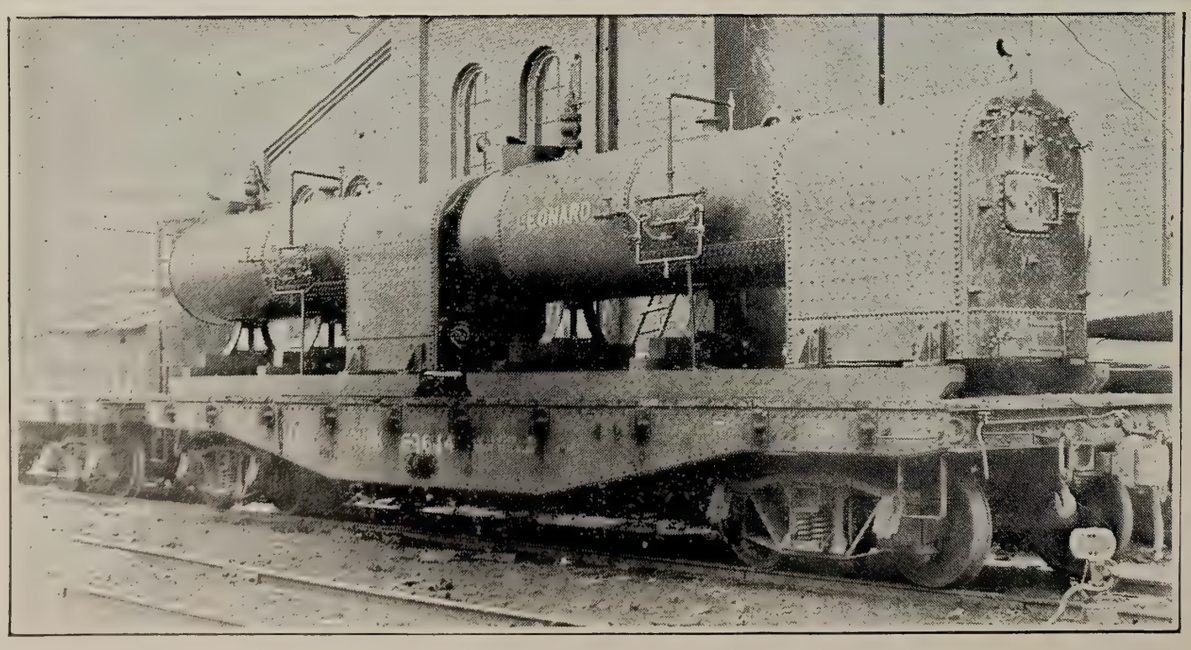
Capital investment	$1,736,193
Land, buildings, machinery, etc	$793,278
Materials, stocks, etc	$616,455
Cash, trading accounts, etc	$326,460
Average number of employees	265
Salaries and wages	$298,401
Value of materials	$89,042
Value of products	$1,048,271

Hat, Cap and Fur Industry

Over Twenty Million Dollars Worth of Goods Were Produced in the Year 1919

Operations of 208 individual establishments are covered in the preliminary report of the Dominion Bureau of Statistics for 1919 on the hat, cap and fur industry in Canada. Following are the principal statistcis of the industry:—

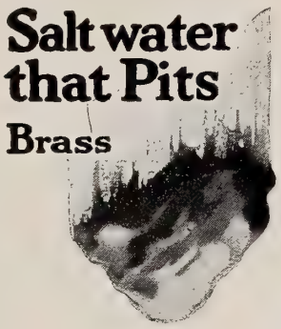
Capital investment	$14,553,814
Land, buildings and fixtures	$2,284,346
Machinery and tools	$815,669
Materials, stock in process, etc	$7,886,196
Cash, trading and operating accounts	$3,567,603
Employees (number)	4,536
Salaries and wages	$4,145,462
Fuel consumption (value)	$62,222
Miscellaneous expenses	$1,633,305
Cost of materials	$12,027,858
Value of products	$20,790,334

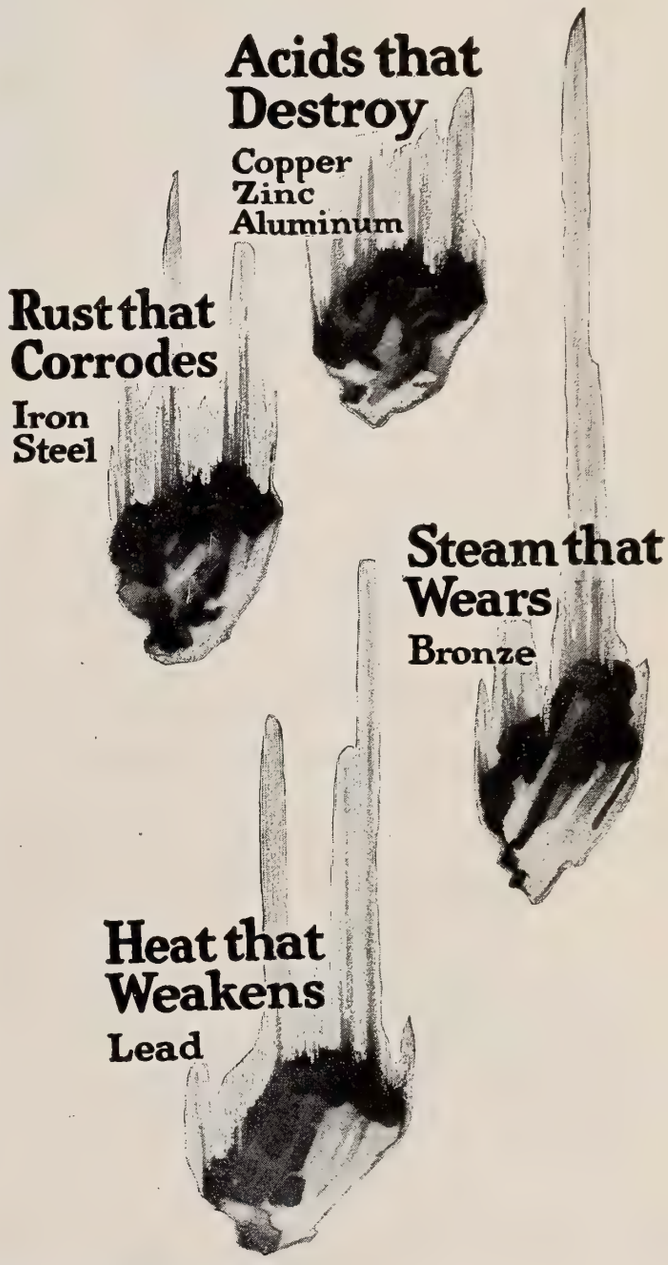


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Machine Shops and Foundries

Capital Investment of Over One Hundred Millions Shown by Preliminary 1919 Report

A preliminary report on the production of foundries and machine shops in 1919, which has been compiled by the Dominion Bureau of Statistics, covers the operations of 731 individual plants located in all the provinces of Canada. On a total capital investment of $100,606,542 products with a selling value of $81,710,215 were turned out. The table below gives the principal statistics of this industry:—

Capital invested	$100,606,542
Land, buildings and fixtures	$26,503,508
Machinery and tools	$22,029,259
Materials on hand, etc.	$25,229,009
Cash and accounts	$26,844,766
Employees (number)	25,329
Male	24,159
Female	1,170
Salaries and wages	$29,289,592
Fuel consumption (value)	$1,937,158
Horse-power employed	52,037
Miscellaneous expenses	$10,025,799
Materials used (value)	$26,301,761
Value of products	$81,710,215

Brass and Copper Industry

This Industry Produced Goods to Value of $13,760,311 in the Calendar Year 1919

The preliminary report for 1919 of the brass and copper industry in Canada covers the operations of 59 individual plants, of which 39 are in Ontario, 12 in Quebec, 3 in British Columbia, 3 in Manitoba and 2 in New Brunswick. The principal statistics of the industry are as follows:—

Capital investment	$15,054,981
Land, buildings and fixtures	$3,099,676
Machinery and tools	$3,285,942
Materials, stocks in process, etc.	$3,362,235
Cash, trading and operating accounts	$5,307,125
Employees (number)	3,121
Salaries and wages	$3,642,663
Fuel consumption (value)	$223,248
Miscellaneous expenses	$1,591,973
Materials used	$7,194,157
Total value of products	$13,760,311

Vinegar and Pickle Industry

Operations of Thirty-four Industrial Establishments Covered by Dominion Bureau of Statistics

Thirty-four individual establishments are covered by the preliminary report of the Dominion Bureau of Statistics on the Canadian vinegar and pickle industry for the calendar year 1919. Of these establishments, 16 are in Ontario, 7 in Quebec and the remainder in other provinces. The principal figures relating to the industry are:—

Capital invested	$3,487,223
Land, buildings and fixtures	$1,091,936
Machinery and tools	$549,345
Materials on hand, etc.	$1,404,949
Cash and accounts	$440,993
Employees (number)	,650
Employees (number)	650
Male	400
Female	250
Salaries and wages	$659,663
Fuel consumption (value)	$58,367
Miscellaneous expenses	$579,557
Materials used (value)	$2,122,324
Value of products	$4,267,568

Men's Furnishing Goods

Eighty-eight Plants in Canada Were Engaged in 1919 in Manufacturing These Lines

The Dominion Bureau of Statistics' report on the operations of the men's furnishing industry for 1919 covers 88 individual establishments, of which 40 are in Ontario, 34 in Quebec, 9 in Manitoba, 3 in British Columbia and 1 each in Alberta and Nova Scotia. The principal statistics are:—

Capital investment	$15,087,269
Land, buildings and fixtures	$1,976,122
Machinery and tools	$1,112,743
Materials, stocks in process, etc.	$7,129,004
Cash, trading and operating accounts	$4,869,400
Employees (number)	6,057
Salaries and wages	$4,156,905
Fuel consumption (value)	$58,142
Miscellaneous expenses	$1,983,702
Cost of materials	$12,161,847
Value of products	$21,224,130

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Glove and Mitt Industry

Dominion Bureau of Statistics Reviews Operations in 1919 of 56 Establishments

A preliminary report on the glove and mitt industry in Canada for the year 1919 has been completed by the Dominion Bureau of Statistics, covering the operation of 56 individual establishments, of which 29 are located in Ontario, 23 in Quebec and 4 in British Columbia and Manitoba. Following are the principal statistics relating to the industry:—

Capital investment	$ 6,467,669
Land, buildings and fixtures	$ 665,136
Machinery and tools	570,438
Materials, stocks in process, etc.	3,318,905
Cash, trading and operating accounts	1,913,190
Employees (number)	3,596
Salaries and wages	$2,248,025
Fuel consumption (value)	18,261
Miscellaneous expenses	$ 963,675
Cost of materials	$5,367,948
Value of products	$9,310,255
Quantity produced (dozen of pairs)	$1,564,910

Ink Industry

Fourteen Plants Were Engaged in 1918 in Supplying Printing and Writing Inks to Canadians

Practically all printing inks used in Canada in 1918 were made in Canadian factories of which there were 14 engaged in the production of inks and related products in that year. Nine were in Ontario, two in Quebec, two in British Columbia and one in Manitoba. Following are principal statistics of the industry:—

Capital investment	$1,022,089
Land, plant and machinery	$341,701
Materials, stocks, etc.	$396,076
Cash and accounts	$284,312
Average number of wage-earners	151
Wages paid	$135,290
Cost of materials	$876,672
Miscellaneous expenditures	$381,118
Total expenses	$1,543,027
Value of printing ink	$1,121,457
Value of writing ink	$141,261
Total output of industry	$1,746,935

Sash, Door and Planing Mills

This Important Branch of Industry Produced Goods to Value of $36,913,090 in 1919

A preliminary report on the sash, door and planing mill industry for 1919 has been compiled by the Dominion Bureau of Statistics, covering the operations of 729 individual establishments, distributed as follows:— Ontario, 310; Quebec, 290; British Columbia, 32; New Brunswick, 24; Nova Scotia, 24; Alberta ,16; Manitoba, 15; Saskatchewan 14; Prince Edward Island, 4. Principal statistics are as follows:—

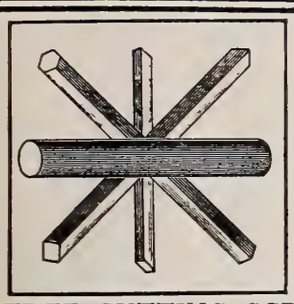
Capital investment	$39,095,008
Land, buildings and fixtures	$12,289,534
Machinery and tools	$5,379,452
Materials, stocks in process, etc.	$12,721,853
Cash, trading and operating accounts	$8,704,169
Employees (number)	9,090
Salaries and wages	$8,422,879
Fuel consumption (value)	$57,480
Miscellaneous expenses	$2,994,160
Materials used (value)	$21,584,621
Total value of products	$36,913,090

Leather Tanning Industry

Industry Was Carried on in 1918 by One Hundred and Thirty-nine Establishments

The Dominion Bureau of Statistics has issued, as an advance chapter of "Chemicals and Allied Products in Canada in 1918," a report on the leather tanning industry in 1918. This shows that the industry was carried on by 139 establishments, an increase of 3 over 1917. Seventy-seven were located in Quebec, 46 in Ontario, 6 in Nova Scotia, 3 in Manitoba and two in each of the provinces of Alberta, British Columbia and New Brunswick, with one in Prince Edward Island. Following are principal statistics:—

Capital investment	$28,435,806
Land, buildings, machinery, etc.	$6,689,575
Materials, stocks, fuel, supplies	$13,901,051
Cash, operating accounts, etc.	$7,845,180
Average number of employees	3,722
Salaries and wages	$3,464,845
Value of fuel used	$366,666
Value of materials used	$23,681,659
Total value of products	$33,079,998



COLD DRAWN, TURNED AND POLISHED STEEL

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ROUNDS, SQUARES, HEXAGONS AND FLATS

$\frac{1}{8}$ in. to 6 in. Dia. $\frac{1}{4}$ in. to $2\frac{1}{4}$ in. $\frac{1}{4}$ in. to $2\frac{1}{4}$ in. up to $1\frac{1}{2}$ in. x 3 in.

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No automatic sprinkler yet invented is so reliable and so economically installed. Would you like references?

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A young lawyer wishes to make a connection with a large manufacturing or industrial concern. Before coming to Montreal, practiced law on own account in the Maritime Provinces for two years.

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Qualified to act as Secretary or Solicitor but willing to take hold of any department. Presently acting as Solicitor to large firm of Accountants and Auditors, Montreal. Good reading knowledge of French. Can furnish highest qualifications.

Apply Box 232, care "INDUSTRIAL CANADA," Toronto, Ont.

Manufacturer Wants Building

A manufacturer wishes to obtain a long term lease or purchase outright, a building suitable for manufacturing purposes and situated within a radius of 100 miles from Hamilton, Ontario. The building must be approximately 100 ft. x 40 ft. with at least 25 ft. clear height; it should be provided with one or two small adjoining sheds; it must be served by railroad spur; it should be equipped with a small, low pressure boiler to provide steam for heating and drying processes. Address all correspondence, giving complete description to Post Office Box 957, Falls Station, Niagara Falls, N. Y.

Ocean Shipping News

Tonnage Values Fall

List of Shipping Sales for Second Quarter of Year Shows Further Fall in Values

The list of shipping sales for the second quarter of the year, as published in Lloyd's List Weekly Summary of July 22, offers very striking evidence of the further fall in tonnage values. The list contains the names and particulars of 104 vessels which have changed hands. Of these, no fewer than sixty-two were ex-enemy ships, the sales of which have been the outstanding feature of the market.

The vessels offered were of every conceivable steamer type, from the 16,000 ton liners purchased by the Federal Steam Navigation Company and Messrs. Lawther, Latter & Company, to small craft of a few hundred tons, while their ages ranged from practically new vessels down to ships built in the early eighties. Naturally, therefore, the prices showed a remarkably wide range, though in one respect there is agreement—they were all relatively low in comparison with late values and very low compared with the prices ruling twelve months ago. Ex-enemy vessels of the liner class, for example, have been disposed of at from £5 2s to £7 5s 7d per ton, according to age, while good cargo boats of fair size have changed hands at from £19 down to less than £2 a ton, according to age and condition.

Of course, there were bargain ships which went for prices that look more or less absurd, but they were either very old, were in damaged condition or otherwise unsuitable for immediate trading. Among such may be mentioned the Scotia, 3800 tons built in 1890, the price of which worked out to 6s 1d per ton, the Uhlenhorst, 3290 tons, built in 1894, at the same price, and the damaged wooden auxilary Adjutant Dorme, 760 tons, built in 1918, which realized only 4s 9d a ton, the lowest figure recorded in the list. Those, naturally, were exceptional cases, which have little or no bearing on average values.

What emerges from the list is that good workable boats of fairly modern type have been purchased at figures low enough to place their buyers at a big advantage over other owners in the matter of first cost. The average over all the ships for which prices are given works out to £5 10s per ton.

Big Harbor Building

Cold Storage Building at Montreal for Benefit of Western Shippers, Nears Completion

Very rapid progress is now being made with the mammoth cold storage plant which is being erected by the Montreal Harbor Commissioners on the local waterfront near shed 25. Any doubts as to whether or not part of the building would be available for storage purposes this fall have been set at rest. F. W. Cowie, chief engineer of the Harbor Commission, under whose direction the building is being erected, stated in an interview with The *Montreal Star* that occupation of the building would certainly commence in the late fall, by which time the entire ten-storey structure of reinforced concrete will have been completed.

The interior work, he added, will all be completed before winter sets in. The ground floor and cellars will probably be ready for storage before the other floors are completed. Each floor has an area of 440 by 110 feet, and is 11 feet high.

The total capacity of the building for dry and cold storage will be over half a million cubic feet including 9 floors and the cellars underneath. The opening of the plant is expected to be the most significant event of the year on the local waterfront and is expected to increase the activity on the local waterfront and is expected to increase the activity on the waterfront of Montreal both in winter and summer.

Its main benefit will be felt by western shippers who can now forward foodstuffs for export to Montreal and keep in storage at a nominal cost until ocean bottoms are available, ships often being delayed by breakdowns in the engine room or by bad weather. The estimated cost of the cold storage plant is $2,200,000 but this amount may even be exceeded owing to fluctuating costs of building materials.

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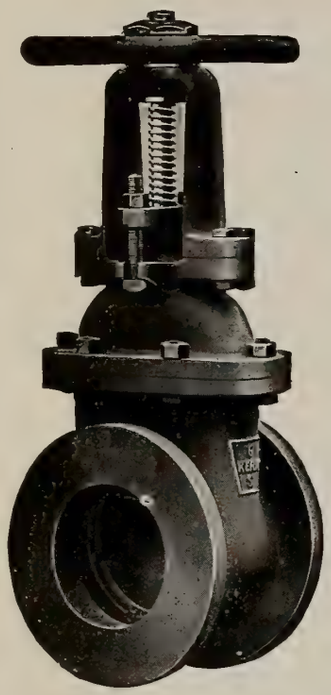
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embody all that is modern in gate valve construction. Strong, compact and pleasing in appearance.

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PORT HOPE, ONT.

Pacific Coast Shipping

Numerous Interesting Developments taking Place in connection with Services from British Columbia

Hugh Dalton, secretary British Columbia Division, writing from Vancouver under date of August 6, reports that the first vessel in the recently-inaugurated C.G.M.M. service between Vancouver and San Francisco, has completed two round trips with full cargoes both ways. This is a better record than was anticipated to start with, as it was expected that northbound cargoes would be rather light. The second vessel in this service was loading in Vancouver at time of writing and the C.G.M.M. expect to maintain a regular ten-day service between British Columbia ports and San Francisco.

As an indication of the faith which the C.P.R. evidently have in the future of the Pacific, the placing in the service between Vancouver and Hong Kong shortly of the C.P.O.S. "Empress of Canada" is deserving of attention. This vessel will be the fastest on the Pacific and in fact will have few equals on the Atlantic, her speed of 25½ knots being equal to that of the "Mauretania". The "Empress of Asia" and the "Empress of Russia", now in the Oriental service here, already hold the record of slightly over eight days between Victoria and Yokohama but this time, it is expected, will be materially reduced by the "Empress of Canada."

There is a prospect, it is said, that the C.G.M.M. will shortly improve the Oriental service out of Vancouver by the addition of the steamers. "Canadian Explorer" and "Canadian Mariner", each of 11,000 tons, to the two 8,800 ton vessels now in the service. This addition will probably take place sooner than was expected on account of the wrecking off the Oregon coast of the "Canadian Explorer", en route to the Orient with lumber.

The anticipated Royal Mail Steam Packet Service between British Columbia and the United Kingdom has been inaugurated with the arrival at Vancouver of the motorship "Somersetshire". The "Somersetshire" is a vessel of 15,000 tons and one of the largest and finest boats that has ever entered Vancouver harbour, being the last word in motorship construction. A practical shipping man declares that the economies effected in space and operating costs through the Diesel engines and auxiliary equipment mean that freight steamers of the ordinary type will be at a disadvantage in competition.

The last Holland-America vessel sailing from Vancouver on July 28 took a new class of cargo in the shape of chilled meat consigned to Great Britain, this being the first shipment of this kind which has ever gone to Europe from this coast. This means that, if meat lands in satisfactory condition, which it should, a certain amount of this class of traffic will be taken away from the middle western and eastern Canadian meat packing centres, and incidentally also, will mean that much less traffic for the railways.

The S.S. "Somersetshire" is taking out 65,000 cases, amounting to about 3,000 tons, of canned salmon. This also is a class of traffic which heretofore has moved across the continent by rail and thence by Atlantic steamer. Apparently the steamer rate has been reduced to such a figure that the railways cannot meet it.

Coincident with the announcement in the press of the arrival at Montreal of the "Canadian Carrier" from Vancouver via Panama Canal, is the announcement that the United American Lines of San Francisco, including the American-Hawaiia Steamship Co., is to inaugurate a weekly freight service between Pacific and Atlantic ports in September, also a fortnightly service between U.S. Pacific ports and Europe in October.



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See the Canadian Pacific Rockies

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Madison Square 6640
Chicago, 140 So. Clark St.
State 5600
San Francisco, 675 Market St.
Sutter 1585
Los Angeles, 605 S. Spring St.
Pico 3499-64323

From east to west or west to east, go via the Canadian Pacific Railway

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TO

Australia and New Zealand

Regular monthly sailings from Montreal in summer and St. John in winter, calling at Auckland, Wellington, Lyttelton and Dunedin (New Zealand) and Melbourne and Sydney (Australia). Sailings 20th of each month.

Through bills of lading issued to all points in Australia, New Zealand, Tasmania and other islands of Oceania.

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OF CANADA

GENERAL TRAFFIC MANAGERS

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General Service Manager

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TORONTO, - ONTARIO

Steamship Sailings

Subject to Change without notice

From Montreal to Liverpool

MINNEDOSA (Cold Stge & Cool Air)	C.P.O.S. Ltd	Ab't Sept. 2
CALEDONIAN	Dominion Line	Ab't Sept. 3
*EMPRESS OF FRANCE (Cold stge)	C.P.O.S. Ltd	Ab't Sept. 3
CORINALDO (Cold Stge & Cool Air)	Donaldson Line	Ab't Sept. 3
PORSANGER	Inter. Con. Trans. Ltd	Ab't Sept. 6
CANADIAN RANGER	C.G.M.M. Ltd	Ab't Sept. 2
EMPRESS OF BRITAIN (Cold Stge)	C.P.O.S.Ltd	Ab't Sept. 10
MEGANTIC	White Star-Dom. Line	Ab't Sept. 10
VICTORIAN (Cold Stge)	C.P.O.S. Ltd	Ab't Sept. 16
VEDIC (Cold Stge)	White Star-Dom. Line	
METAGAMA (Cold Stge)		Ab't Sept. 17
MELITA (Cold Stge & Cold Air)	C.P.O.S Ltd	Ab't Sept. 17
*Sail from Quebec.	C.P.O.S Ltd	Ab't Sept. 23

TO LONDON.

VENNONIA	Cunard Line	Ab't Sept. 3
CANADIAN RANCHER	C.G.M.M.	Ab't Sept. 10
GREY COUNTY	I.C.Transports Ltd	Ab't Sept. 15
BOSWORTH	C.P.O.S. Ltd	Ab't Sept. 17
DUNBRIDGE	C.P.O.S. Ltd	Ab't Sept. 24

TO GLASGOW.

CANADIAN NAVIGATOR	C.G.M.M. Ltd	Ab,t Sept. 2
CORINALDO (Cold Stge & Cool Air)	Donaldson Line	Ab't Sept. 3
TUNISIAN	C.P.O.S. Ltd	Ab't Sept. 10
CASSANDRA	Anc.-Don. Line	Ab't Sept. 10

TO AVONMOUTH DOCK (Bristol).

CALEDONIAN	Dominion Line	Ab't Sept. 3
BOTHWELL	C.P.O.S. Ltd	Ab't Sept. 3
CONCORDIA	Cunard Line	Ab't Sept. 10
TURCOMAN	Dominion Line	Ab't Sept. 10
CORNISHMAN (Cold Stge)	Dominion Line	Ab't Sept. 24

TO CARDIFF AND SWANSEA.

CANADIAN SQUATTER	C.G.M.M. Ltd.	Ab't Sept. 2

TO MANCHESTER.

MANCHESTER PORT	Manchester Liners	Ab't Sept. 3

TO LEITH.

CAIRNGOWAN	Cairns-Thompson Linf	Ab't Sept. 3
CAIRNCROSS	Cairns-Thompson Line	Ab't Sept. 10

TO NEWCASTLE-ON-TYNE.

CAIRNDHU	Cairns-Thompson Line	Ab't Aug. 23
CAIRNMONA	Cairns-Thompson Line	Ab't Aug. 27
CAIRNROSS	Cairns-Thompson Line	Ab't Sept. 10

TO NORWEGIAN PORTS.

DRAMMENSFJORD	Norwgn. Amer. Line C.P.R. Agents	Ab't Sept. 7

TO DUBLIN.

DUNAFF HEAD	Head Line	Ab't Sept. 3

TO TRIESTE AND NAPLES.

MONTREAL	C.P.O.S. Ltd	Ab't Sept. 14

TO ANTWERP (via Southampton).

CORSICAN (Cold Stge)	C.P.O.S. Ltd	Ab't Sept. 9
SCANDINAVIAN (Cold Stge)	C.P.O.S. Ltd	Ab't Oct. 1

TO BARBADOS, TRINIDAD AND DEMERARA.

CANADIAN FISHER	C.G.M.M. Ltd	Ab't Sept. 6

TO NASSAU, KINGSTOWN, and BELIZE.

CANADIAN HARVESTER	C.G.M.M.Ltd	Ab't Sept. 7

TO ST. JOHN'S, NEWFOUNDLAND (via Charlottetown).

CANADIAN SAPPER	C.G.M.M. Ltd	Ab't Sept. 9

TO INDIA AND FAR EASTERN PORTS.

HYANTHES	Houston Line	Ab't Sept. 25

TO HAVRE.

GREY COUNTY	I.C.Tranports, Ltd	Ab't Sept. 15

TO AUSTRALIA AND NEW ZEALAND.

CANADIAN PLANTER	C.G.M.M.Ltd	Ab't Sept. 23

TO RIO, SANTOS, BRAZIL, MONTEVIDEO AND BUENOS AIRES.

CANADIAN CHALLENGER	C.G.M.M. Ltd	Ab't Sept. 20

FROM VANCOUVER TO KOBE and SHANGHAI.

CANADIAN HIGHLANDER	C.G.M.M. Ltd	Ab't Sept. 25

TO KOBE, YOKOHAMA, HONG KONG and MANILLA.

PROTESILAUS	Blue Funnel Line	Ab't Sept. 2
IXION	Blue Funnel Line	Ab't Sept. 23

TO KOBE, SHANGHAI, HONG-KONG, MANILA and SINGAPORE.

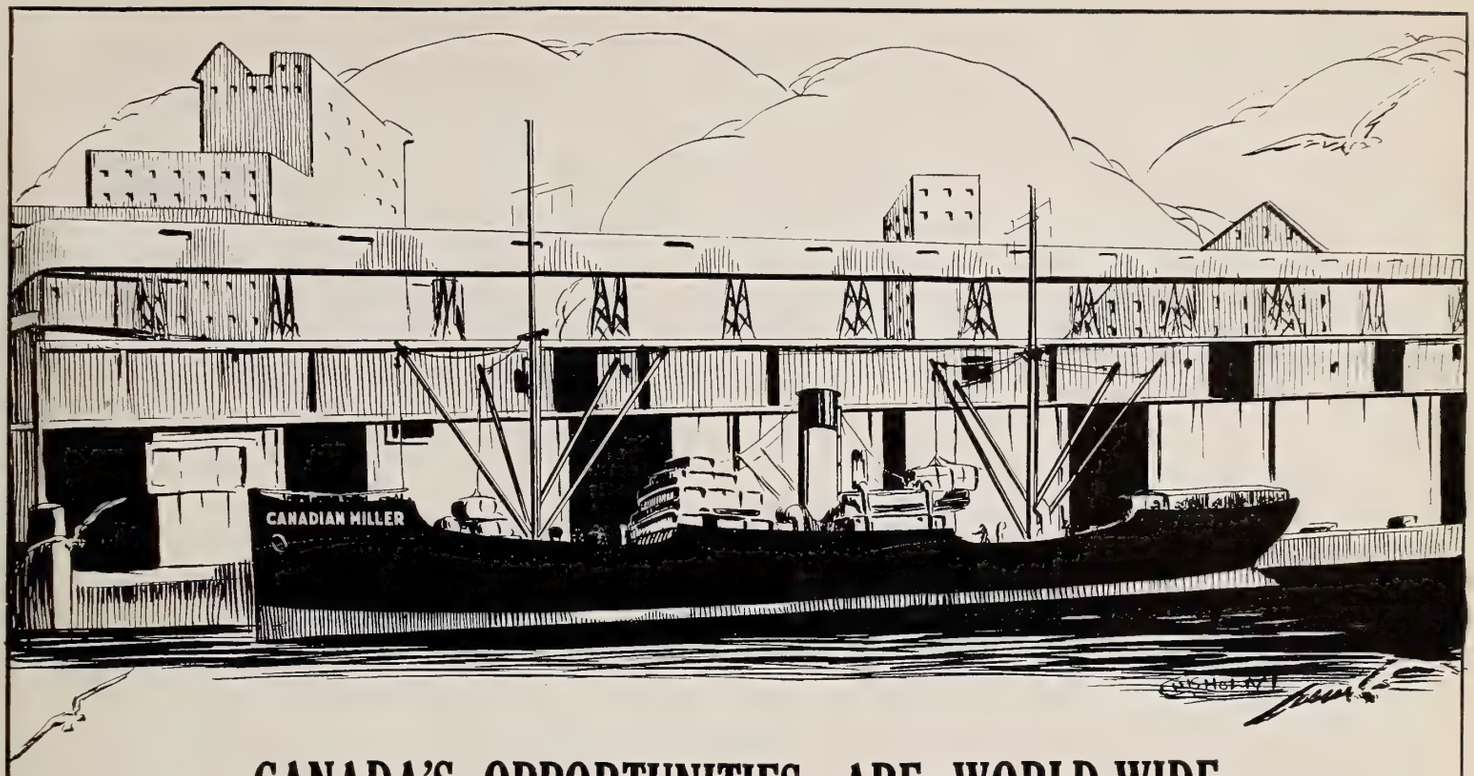
HAROLD DOLLAR	Canadian Robert Dollar Co	Ab't Sept. 24

TO KOBE, YOKOHAMA, SHANGHAI, HONG-KONG, MANILA, MOJI and NAGASAKI.

*†‖SUWA MARU	Nippon Yusen Kaisha Line	Ab't Sept. 3
*§WHEATLAND MONTANA	Admiral Line	Ab't Sept. 4
*MANILA MARU	Osaka Shosen Kaisha Line	Ab't Sept. 11
*†‖GENOA MARU	Nippon Yusen Kaisha Line	Ab't Sept. 14
*EMPRESS OF RUSSIA	C.P.O.S. Ltd	Ab't Sept 15
*§CROSS KEYS	Admiral Line	Ab't Sept. 17
†§MONTEAGLE	C.P.O.S. Ltd	Ab't Sept. 24
*†‖FUSHIMA MARU	Nippon Yusen Kaisha Line	Ab't Sept. 25

TO AUSTRALIAN and NEW ZEALAND PORTS.

CANADIAN SCOTTISH	C.G.M.M. Ltd	Ab't Sept. 6
‡NIAGARA Can.	Australian Line	Ab't Sept. 10
WATOTAPU Can.	Australian Line	Ab't Sept. 15



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BECAUSE OF HER MERCHANT MARINE

THE "Canadian Prospector" takes on, at Melbourne, Australia, the largest cargo of wool ever consigned to the Pacific coast in Canada.

The "Canadian Highlander" takes on at the Pacific coast for China and Japan nearly five million feet of lumber and ties, that have been milled from the great trees of the Pacific coast province.

The "Canadian Pioneer" takes on at Montreal Canadian-made automobiles and many other products of Canada's factories for the far East, and lands back at St. John, N. B., among other products, a large consignment of tea from India and Ceylon. Only a little while ago the "Canadian Miller" called at the Port of Messina for lemons, and these, to the number of many carloads, were brought to the Port of Montreal and distributed by the National Lines throughout Canada. From the time the fruit was loaded in Sicily to the date of sale in Canadian shops it was

Only Twenty-two Days---A Record

in the handling of citrus fruits from the Mediterranean to the Dominion.

Our goods go, via the Canadian Government Merchant Marine, to Europe, United States, to West Indies and Cuba, to South America, to Australasia and return laden with the products of these lands for utilization in Canada. Economists tell us Canada is by nature a world-trader. We cannot consume all we produce and we cannot produce all we consume. Hence barter with foreign people must be the principle by which we will, as a nation, become great.

In United States, business men are learning the lesson the traders in Britain learned long ago; that foreign trade makes for stability and industrial independence.

For the manufacturers in Canada the chief means lies ready for their use, to any market from Canada.

CANADIAN GOVERNMENT MERCHANT MARINE

"Canada's Commerce Carriers"

For further information ask any agent of the Canadian National or Grand Trunk Railways or

F. G. Wood
General Agent for Ontario
Toronto, Ont.

W. Cunningham
General Freight Agent
Montreal, Que.

Recent Trade Enquiries

A list of Enquiries Received from Various Sources including the Canadian Trade Mission, London; the Canadian Trade Commission, Ottawa; the Department of Trade and Commerce, Ottawa; and the Commercial Intelligence Department, C. M. A., Toronto.

DOMESTIC.

732. Quebec—A firm of manufacturers' agents in Montreal, with a staff covering the Province of Quebec, is open to represent Canadian manufacturers throughout the Province. References given.

733. British Columbia—A gentleman with eight years' selling and executive experience would like to represent an Eastern manufacturer in British Columbia:- highest references.

734. Saskatchewan—A firm of manufacturers' agents, with an organized sale staff, is desirous of representing a Canadian manufacturer of medium-sized threshing machines throughout Saskatchewan.

FOREIGN.

735. Lobster and Salmon Packers — Importer in Copenhagen, Denmark, would like to get in touch with a first-class exporter and packer of lobsters and salmon with a view to representation in that contry.

736. British Industries Fair — A gentleman leaving for Great Britain about the end of the year would be pleased to execute commissions for manufacturers in the Old Country or make arrangements for those interested in the British Industries Fair which is to be held in London, February, 1922.

737. Belgium—A firm of importers and exporters with connections in Great Britain and Belgium would like to represent Canadian manufacturers in Belgium.

738. Japanese manufacturer of cotton-back satin would like to get in touch with importers or manufacturers using this material.

739. Asbestos sheets, shingles etc.—A Manchester firm is in a position to import asbestos, cement, flat sheets, corrugated sheets, slates and shingles. Samples should accompany prices.

740. Strawboard—A Manchester firm is in position to import large quantities of strawboard.

741. River Steamers—A river steamship company operating up the Orinoco River is considering the purchase of several new flat-bottomed paddle-wheel river steamers.

742. Road Machinery, Tractors—A Venezuelan firm wish to get into communication with Canadian manufacturers of road machinery and of small but powerful tractors suitable for work on squares of irrigated lands.

743. Trade with the East—Canadian commercial agent contemplating a trip to Japan, China, Philippine Islands, French Indo-China, Sarawak, Java, Sumatra, Straits Settlements, Siam, India and Ceylon, invites correspondence from Canadian manufacturers interested in developing export with these countries.

774. Light Car—Belgian manufacturers' agent wishes to secure agency for a light car. References.

745. Representation in Australia—A commercial gentleman at present in Toronto, returning to Australia, would take direct representation for Canadian producers interested in that market. Material or articles to be used in the manufacture of specified goods within the Commonwealth, specially called for.

746. Canned Goods—Belgian firm desires to get agencies for canned salmon, lobster, crayfish, canned fruits and all canned goods. References.

747. Tools—A Johannesburg firm, with established connection on the Rand and in Rhodesia, seek the representation of such tools as axes, shovels, spanners, and other tools used on the mines.

748. Hardware—A Johannesburg firm of commission agents, covering the whole of the Union, is prepared to take up Canadian hardware or kindred line connected with this trade. Connection established.

749. Enamelware, General Hardware, Domestic Glasssware and Domestic Oil Lamps—A Buenos Aires firm of manufactures' representatives carrying stock would like to be placed in communication with manufacturers of enameled ware with a view to acting as agents in Argentina.

750. Agencies—A Johannesburg firm, with branch stores in every centre of the Union, specializing in builders' supplies, is is prepared to consider agency propositions with option of direct purchase, on such lines as builders' hardware, bathroom supplies, baths, plumbing supplies, household utensils, stoves, tools, farmhouse utensils, lumber, nails and other kindred lines.

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Fruit	Oil
Vegetables	Paint
Meat	Varnish
Syrup	Tobacco
Butter	Talcum
Biscuits	Tea

Grocers' Sundries
Druggists' Sundries
Also Toys, Novelties, Tags and Advertising Signs

Well packed is half sold
Make your containers advertise you

Office and Works :
145 Spadina Avenue

We are builders of railway vehicles to suit every requirement of passenger, freight and general service on steam and electric lines either to the purchaser's or, if required, to our own designs and specifications for home or export orders.

Among our many other products are the following :---

STEEL
CASTINGS
ROLLED BARS
PRESSED WORK
COUPLERS
SPRINGS
BOLSTERS
BRAKE-BEAMS
DRAFT-ARMS
RAILWAY TRACKWORK
ROLLING MILL ROLLS
ETC.

IRON
MALLEABLE CASTINGS
ROLLED BARS
CHILLED WHEELS
DROP FORGINGS
ROLLER SIDE BEARINGS
ETC.

If not mentioned here, it is probably an "Etc."

FERRO-ALLOYS
CASTINGS
CRUSHER JAWS
DIPPER TEETH
BUCKET LIPS
PINS AND BUSHES
CRANK SHAFTS
CRANK PINS
ROLL SHELLS
SPECIAL TRACKWORK
ROLLING MILL ROLLS
ETC.

Our plants are thoroughly equipped for large and efficient production, and we invite correspondence from those interested.

Kindly address: SALES DEPARTMENT, P.O. BOX 180, MONTREAL

CANADIAN CAR & FOUNDRY CO., LIMITED
CANADIAN STEEL FOUNDRIES LIMITED
THE PRATT & LETCHWORTH CO., LIMITED

Plants at--- Montreal Amherst, N.S. Welland, Ont. Brantford, Ont. Fort William, Ont.

Buyers' Guide to Canadian Manufactures

List of Articles which will Enable the Purchaser to Know the Manufacturers of Made-in-Canada Goods. Rates for insertion in this department, $4.00 per heading per year (12 insertions).

ABRASIVES
*Canadian Hart Wheels, Limited, Hamilton, Ont.
*Dominion Abrasive Wheel Co., New Toronto, Ont.
*Norton Company of Canada, Ltd., Hamilton, Ont.

ACCOUNT BOOKS
*The Brown Bros., Ltd., Toronto.

ACCUMULATORS, hydraulic
*The Hydraulic Machinery Co., Limited, Montreal.

ACETYLENE GAS
*The Prest-O-Lite Company of Canada, Ltd., Toronto, Ont.

ACETYLENE GAS BURNERS
Economic Acetylene Burner Co., Toronto, Ont.
*The Prest-O-Lite Company of Canada, Ltd., Toronto. Ont.

ACIDS
*The Grasselli Chemical Co., Ltd., Toronto.
*The Nichols Chemical Co., Ltd., Montreal, Que.

ADVERTISING NOVELTIES
Lawson & Jones, Ltd., London, Ont.

AERATED BEVERAGES
Charles Gurd & Co., Ltd., Montreal, Que.
J. J. McLaughlin, Ltd., Toronto.

AIR COMPRESSORS
*Canadian Ingersoll-Rand Co., Sherbrooke, Que.
*Smart-Turner Machine Co., Ltd., Hamilton, Ont.

AIR LIFT PUMPS
*Canadian Ingersoll-Rand Co., Sherbrooke, Que.

ALCOHOL
*Canadian Industrial Alcohol Company, Ltd., Montreal, Que.

ALKALIES
Brunner, Mond Canada, Limited, Amherstburg, Ont.

ALUMINUM
*Northern Aluminum Co., Ltd., 1805 Traders Bank, Toronto,

ALUMINUM COOKING UTENSILS
"Ideal" Aluminum Products. Ltd., Toronto.

AMMONIA
Canadian Ammonia Co., Ltd., Toronto, Ont.

ANCHORS, all steel
Beauchemin & Fils, Ltd., Sorel, Que.

ANGLE BARS
*Burlington Steel Co., Ltd., Hamilton, Ont.
*MacKinnon Steel Co., Limited, Sherbrooke, Que.
*The Steel Company of Canada, Ltd., Hamilton, Ont.

ARSENIC
*Deloro Smelting & Refining Co., Limited, Deloro, Ont.

ARTIFICIAL LIMBS
Chesley Artificial Limb Co., Ltd., Hantsport, N.S.

ASBESTOS
Atlas Asbestos Company, Limited Montreal, Que.
*Eureka Mineral Wool & Asbestos Co., Toronto, Ont.

ASBESTOS SHEATHING
*Eureka Mineral Wool & Asbestos Co., Toronto, Ont.

ASBESTOS SHEET AND PISTON PACKINGS
Atlas Asbestos Company, Limited, Montreal, Que.
*Eureka Mineral Wool & Asbestos Co., Toronto, Ont.

ASBESTOS STEAM PIPE AND BOILER COVERINGS
Atlas Asbestos Company, Limited, Montreal, Que.
*Eureka Mineral Wool & Asbestos Co., Toronto, Ont.

ASBESTOS TEXTILES
Atlas Asbestos Company, Limited, Montreal, Que.
*Eureka Mineral Wool & Asbestos Co., Toronto, Ont.

AUTOMOBILE PARTS
*Dominion Forge & Stamping Co., Walkerville, Ont.

AWNING CORD (cotton)
Hamilton Cotton Co., Hamilton, Ont.

AXLES
Guelph Spring & Axle Co., Ltd., Guelph, Ont.

AXLES, carriage and automobile
Guelph Spring & Axle Co., Ltd., Guelph, Ont.

BABBITT METAL
Alonzo W. Spooner, Ltd., Port Hope, Ont.
Beveridge Supply Co., Limited, Montreal, Que.
*Hoyt Metal Co., Toronto, Ont.
Magnolia Metal Co. of Canada, Ltd., Montreal, Que.
*The Canada Metal Co., Toronto, Ont.
*Tallman Brass & Metal, Ltd., Hamilton, Ont.

BAGS, Cotton
The Canadian Bag Co., Limited, Montreal, Que.

BAGS, jute
The Canadian Bag Co., Limited, Montreal, Que.

BAGS, travelling
J. Eveleigh & Co., Ltd., Montreal.
Lamontague, Ltd., Montreal, Que.
*The M. Langmuir Mfg. Co., of Toronto, Ltd., Toronto, Ont.

BAND RESAWS
*Canada Machinery Corporation. Limited, Galt, Ont.
*P. B. Yates Machine Co., Ltd., Hamilton, Ont.

BAND SAWS
*E. C. Atkins & Co., Inc., Hamilton, Ont.

BANK FITTINGS
The Canadian Office & School Furniture Co., Ltd., Preston. Ont.

BANK AND OFFICE RAILINGS AND CAGES
*Canada Wire and Iron Goods Co., Hamilton, Ont.
*Dennis Wire & Iron Works Co., London, Ont.
*The Geo. B. Meadows, Toronto, Wire, Iron & Brass Works Co., Ltd., Toronto, Ont,

BARRELS, steel, and containers
*Smart-Turner Machine Co., Ltd., Hamilton, Ont.

BARS, iron
London Rolling Mill Co., Ltd., London, Ont.

BARS, steel
London Rolling Mill Co., Ltd., London, Ont.

BASEBALL GOODS
A. J. Reach Co., Brantford, Ont.

BATHS, enamelled
Amherst Foundry Co., Ltd., Amherst, N.S.

BATTERIES, dry
*The Canadian National Carbon Co., Ltd., Toronto, Ont.

BATTERIES, Flashlight
*The Canadian National Carbon Co., Ltd., Toronto, Ont.

BATTERIES, Storage
*The Canadian National Carbon Co., Ltd., Toronto, Ont.

BEARINGS, pillow block and upright
*Canadian Fairbanks-Morse Company, Ltd., Montreal, Que.

BELT HOOKS
*Torrington Company, Limited, Upper Bedford, Que.

BELTING CHAINS
*Canadian Link-Belt Company, Ltd., Toronto, Ont.

BELTING, elevator
*Canadian Consolidated Rubber Co., Ltd., Montreal, Que.

BELTING, leather
The Beardmore Belting Co., Ltd., Toronto, Ont.
*J. L. Goodhue & Co., Danville, Que.
*McArthur Beltings, Limited, Brockville, Ont.
*The D. K. McLaren Belting Co., Ltd., Montreal, Que.
*The J. C. McLaren Belting Co., Ltd., Montreal, Que.

BELTING, rubber
*Canadian Consolidated Rubber Co., Ltd., Montreal, Que.
*Gutta Percha and Rubber Ltd., Toronto, Ont.

BELTING, stitched cotton duck
*Dominion Belting Co., Ltd., Hamilton, Ont.

BENT GOODS
The Crown Lumber Co., Woodstock, Ont.

BISCUITS
The Montreal Biscuit Co., Montreal, Que.

BLACK SHEETS
*A. C. Leslie & Co., Montreal, Que.

BLANKETS
Slingsby Mfg. Co., Ltd., Brantford, Ont.
J. Walshaw & Son, Ltd., Bolton, Ont,

BLANKETS, horse
Slingsby Mfg. Co., Ltd., Brantford, Ont.
J. Walshaw & Son, Ltd., Bolton, Ont.

BLASTING ACCESSORIES
Canadian Explosives, Ltd., Montreal, Que.

BLEACHING POWDER
*Canadian Salt Co., Ltd., Windsor, Ont.

BLOWERS
*The Canadian Blower & Forge Co., Ltd., Kitchener, Ont.

BOATS OF ALL KINDS
Peterboro Canoe Co., Ltd., Peterboro, Ont.

BOBBINS
Canada Spool & Bobbin Co., Ltd., Walkerton, Ont.

BOILER COMPOUND
Beveridge Supply Co., Limited, Montreal, Que.

BOILER COMPOUND AND OILS
Electric Boiler Compound Co., Ltd., Guelph, Ont.

BOILER GRAPHITE
Black Donald Graphite Company, Limited, Calabogie, Ont.

BOILER LININGS AND COVERINGS
Beveridge Supply Co., Ltd., Montreal, Que.

BOILERS
*Canadian Mead Morrison Co., Ltd., Montreal, Que.
*Goldie & McCulloch Co., Limited, Galt, Ont.
*E. Leonard & Sons, Ltd., London, Ont.
J. & R. Weir, Montreal, Que.
Taylor-Forbes Co,, Ltd., Guelph
*The Waterous Engine Works Co Ltd., Brantford, Ont.

BOILERS, hot water or steam
Warden King, Ltd., Montreal.

BOILERS, steam
*The Goldie & McCulloch Co., Ltd. Galt, Ont.
*The Waterous Engine Works Co. Ltd., Brantford, Ont.

BOILERS, steam and brass work
*The Waterous Engine Works Co. Ltd,, Brantford, Ont.

BOLTS AND NUTS
*The Canadian Tube & Iron Co., Ltd., Montreal, Que.
*The National Acme Mfg. Co., Montreal, Que.
*The Steel Company of Canada Ltd., Hamilton, Ont.

BOOKBINDERS
*The Brown Bros., Ltd., Toronto.

BOOKCASES
*Office Specialty Mfg. Co., Ltd., Newmarket, Ont.

BOOKCASES, sectional (Gunn)
The George McLagan Furniture Co., Ltd., Stratford, Ont.

BOOKS, blank
*The Brown Bros., Ltd., Toronto.

BOOTS AND SHOES
Ames—Holden—McCready, Limited, Montreal, Que.
J. Leckie Co., Ltd.
The John Ritchie Co., Ltd., Quebec, Que.

BOXES, cellular and fibre board
*Hinde & Dauch Paper Co. of Canada, Limited, Toronto.
*Thompson & Norris Co., of Canada, Ltd., Toronto and Montreal.

BOXES, rattle and soap
The Arlington Co. of Canada Ltd., Toronto, Ont,

BOXES, steel shop
*Steel Trough and Machine Co., Ltd., Tweed, Ont.

BOXES AND SHOOKS, wooden
The C. Beck Mfg. Co., Ltd., Penetanguishene, Ont.

BOXES, wooden
Barchard & Co., Ltd., Toronto.

BRAKE SHOES
*Canadian Hart Wheels, Limited. Hamilton, Ont.

BRANDS, burning
Pritchard, Andrews Co. of Ottawa, Ltd., Ottawa, Ont.

BRASS AND BRONZE WIRE
*Standard Underground Cable Co of Canada, Ltd., Hamilton, Ont.

BRASS ENGRAVERS
Pritchard, Andrews Co. of Ottawa, Ltd., Ottawa, Ont.

BRASS FOUNDERS AND FINISHERS
*The Booth-Coulter Copper & Brass Co., Ltd., Toronto. Ont.
Sully Brass Foundry, Limited, Toronto
*Tallman Brass & Metal, Ltd., Hamilton, Ont.

*For Display Advertisement see Index, Page 45

BRASS GOODS
*The Booth-Coulter Copper & Brass Co., Ltd., Toronto, Ont.
The James Morrison Brass Mfg. Co., Ltd., Toronto, Ont.
*The Kerr Engine Co., Limited, Walkerville, Ont.

BRASS RODS, SHEETS AND PLATES
*Brown's Copper and Brass Rolling Mills, Ltd,, New Toronto.

BRASS SHEETS AND PLATES
*Copper Products, Ltd.. Montreal, Que.

BRASS TUBING, seamless
Canadian Seamless Wire Co., Ltd., Toronto, Ont.
*Copper Products, Ltd., Montreal, Que.

BRASS WIRE
Canadian Seamless Wire Co., Ltd., Toronto.

BRASS WORK, church
Pritchard, Andrews Co. of Ottawa, Ltd., Ottawa, Ont.

BRASS WORK, special
*Booth-Coulter Copper & Brass Co., Ltd., Toronto.
*The Waterous Engine Works Co., Ltd., Brantford, Ont.

BRICK
National Brick Co. of Laprairie, Laprairie, Que.
Port Credit Brick Co., Port Credit, Ont.

BRICK, enamel
National Brick Co. of Laprairie, Laprairie, Que.

BRICK, pressed
National Brick Co. of Laprairie, Laprairie, Que.

BRICK, rubbing
*Canadian Hart Wheels, Limited, Hamilton, Ont.

BRICK, sewer.
National Brick Co. of Laprairie, Laprairie, Que.

BRIDGES, Railway and Highway
*Canadian Des Moines Steel Co., Limited, Chatham.
*Hamilton Bridge Works Co., Ltd,, Walkerville, Ont.
*The Canadian Bridge Co., Ltd., Hamilton, Ont.
*McGregor & McIntyre, Ltd., Toronto, Ont.
*Dominion Bridge Co., Montreal.
*Mackinnon Steel Co., Ltd., Sherbrooke, Que.

BROOMS
Simms, T. S., & Co., Limited, St. John, N.B.
Stevens-Hepner Co., Limited, Port Elgin, Ont.

BRONZE SHEETS, RODS, PLATES
*Brown's Copper and Brass Rolling Mills, Ltd., New Toronto.
Que.
*Copper Products, Ltd., Montreal,

BRONZE TUBING, seamless
*Copper Products, Ltd., Montreal, Que.

BRUSHES
Simms, T. S., & Co., Limited, St. John, N.B.
Stevens-Hepner Co., Ltd., Port Elgin, Ont.

BRUSHES, carbon
*Canadian National Carbon Co., Ltd., Toronto.

BUCKET TANKS
*MacKinnon Steel Co., Ltd., Sherbrooke, Que.
*The Bennett & Wright Co., Ltd., Toronto, Ont.

BUILDING FELT AND PAPER
Beveridge Supply Co., Limited, Montreal, Que.
*Eureka Mineral Wool & Asbestos Co., Toronto, Ont,
*The Barrett Co., Ltd., Toronto and Montreal.

BUNGS, wooden for barrels
Wm. H. White, Ville St. Pierre, Montreal, Que.

BUCKLES, shoe and coat
Parmenter & Bulloch Co., Limited, Hamilton, Ont.

BURLAPS
The Canadian Bag Co., Limited, Montreal, Que.

BURLAPS, decorative
Dominion Oil Cloth and Linoleum Co., Limited, Montreal, Que.

CABLES, electric light, power, telephone and telegraph
*Northern Electric Company, Limited, Montreal, Que.
*Standard Underground Cable Co. of Canada, Ltd,, Hamilton, Ont.

CABLES, wire
*The Dominion Wire Rope Co., Ltd., Montreal, Que.
*The B. Greening Wire Co., Ltd., Hamilton, Ont.

CALENDARS, ADVERTISING NOVELTIES, etc.
Lawson & Jones, Ltd., London.

CAMERAS
Canadian Kodak Co., Ltd., Toronto, Ont.

CAMPERS' OUTFITTERS
Slingsby Mfg. Co., Ltd., Brantford, Ont.

CANADA SILVER
*Brown's Copper and Brass Rolling Mills, Ltd., New Toronto.

CANOES
Peterboro Canoe Co., Ltd., Peterboro, Ont.
The "Canadian" Canoe Co., Ltd., 216 Rink St., Peterborough, Ont.

CANS, baking powder, etc.
American Can Co., Montreal (Que.) and Hamilton (Ont.).
A. R. Whittall Can. Co., Ltd., Montreal, Que.
*MacDonald Mfg. Co., Ltd., Toronto, Ont.

CANS, fruit
American Can Co., Montreal (Que.) and Hamilton (Ont.).
A. R. Whittall Can Co., Ltd., Montreal, Que.
*MacDonald Mfg. Co., Ltd., Toronto, Ont.

CANS, iron, lead and putty
A. R. Whittall Can. Co., Ltd., Montreal, Que.

CANS, tin
A. R. Whittall Can. Co, Ltd., Montreal, Que.
American Can Co., Montreal (Que.) and Hamilton (Ont.).
*MacDonald Mfg. Co., Ltd., Toronto, Ont.

CAPS, cloth
John W. Peck & Co., Ltd., Montreal, Que.

CARBIDE
*Canada Carbide Co., Ltd., Montreal. Que.

CARBONS-PROJECTOR
*Canadian National Carbon Co., Toronto, Ont.

CARBONIC ACID GAS
*Canadian Carbonate Co., Montreal.

CARD RECORD SYSTEMS
Lowe-Martin Co., Ltd., Ottawa, Ont.
*Office Specialty Mfg. Co., Ltd., Newmarket, Ont.

CARPETS AND RUGS
Toronto Carpet Mfg. Co., Limited, Toronto.

CARRIERS
*Richards-Wilcox Canadian Co., Ltd., London, Ont.

CARRIERS, box and barrel
*Canadian Mathews Gravity Carrier.

CARRIERS, brick
*Canadian Mathews Gravity Carrier Co., Limited, Toronto.
*Richards-Wilcox Canadian Co., Ltd., London, Ont.

CARS
*National Steel Car Co., Ltd., Hamilton, Ont.

CARS, industrial
*MacKinnon Steel Co., Ltd,, Sherbrooke, Que.

CARTONS, lithographed
Consolidated Lithographing and Mfg. Co., Ltd., Montreal, Que.
Harris Lithographing Co., Ltd., Toronto, Ont.

CASTINGS, Alloy
*The Electric Steel & Metals Co., Ltd., Welland, Ont.

CASTINGS, aluminum, brass and bronze
*Booth-Coulter Copper & Brass Co., Ltd., Toronto, Ont.
Sully Brass Foundry, Limited, Toronto.

CASTINGS, grey iron
*Canadian Rumely Co., Ltd., Toronto, Ont.
*The Goldie & McCulloch Co., Ltd., Galt, Ont.
*Wm. Kennedy & Sons, Ltd., Owen Sound, Ont.

CASTINGS, malleable iron
*Galt Malleable Iron Co., Ltd., Galt, Ont.
Mapleleaf Manufacturing Comp-Smith's Falls, Ont.

CASTINGS, steel
Beauchemin & Fils, Ltd., Sorel, Que.
*Canadian Steel Founderies, Ltd., Montreal, Que.
*Dominion Foundries and Steel Co., Ltd., Hamilton, Ont.
*Electric Steel & Metals Co., Ltd., Welland, Ont.
*Wm. Kennedy & Sons, Ltd., Owen Sound, Ont.

CATALOGUE MAKERS
Grip, Ltd., Toronto, Ont.

CATALOGUE COVERS, by new lithographing process
Harris Lithographing Co., Ltd., Toronto, Ont.

CAUSTIC SODA
*Canadian Salt Co., Ltd., Windsor.

CEMENT WATERPROOFING
*Trussed Concrete Steel Company of Canada, Ltd., Walkerville, Ont.

CEMENTS, High Temp.; plastic, liquid
Beveridge Supply Co., Limited, Montreal, Que.

CENTRIFUGAL PUMPS
*The Goldie & McCulloch Co., Ltd., Galt, Ont.

CHAINS, for elevators, conveyors and drives
*Canadian Link-Belt Company, Ltd., Toronto, Ont.

CHAIRS
*Office Specialty Mfg. Co., Ltd Newmarket, Ont.

CHAIRS; Folding and Assembly Seating
Stratford Mfg. Co., Ltd., Stratford, Ont.

CHAIRS, rattan and upholstered
Imperial Rattan Co., Ltd., Stratford, Ont.

CHEMICALS
Canadian Laboratory Supplies, Ltd., Toronto, Ont.
*The Grasselli Chemical Co., Ltd., Toronto, Ont.
*The Nichols Chemical Co., Ltd. Montreal, Que.

CHEMISTS, industrial
*Milton Hersey Co., Montreal.

CHICLETS AND CHEWING GUM
Canadian Chewing Gum Co., Ltd., Toronto, Ont.

CIRCULAR CUTTERS, solid steel
*Galt Knife Co., Ltd.
The Peter Hay Knife Co., Ltd., Galt, Ont.

CIRCULAR SAWS
*E. C. Atkins & Co., Inc., Hamilton, Ont.

CLAM SHELL BUCKETS
*Canadian Mead Morrison Co., Ltd., Montreal, Que.

CLOCKS, time
*International Business Machines Co., Ltd., Toronto, Ont.

CLOCKS, watchmen's
*The Bennett & Wright Co., Ltd., Toronto, Ont.

CLOSET SEATS
*Goderich Organ Co., Goderich, Ont.

CLOTHING
John W. Peck & Co., Ltd., Montreal, Que.

CLOTHING, leather and sheepskin lined coats
*A. R. Clarke & Co., Ltd., Toronto.

CLOTHING, Mackinaw
The Carss Mackinaw Clothing Co., Ltd., Orillia, Ont.

CLOTHES LINES, cotton
Hamilton Cotton Co., Hamilton, Ont.

COAL
*Nova Scotia Steel & Coal Co., Ltd., New Glasgow, N.S.
Standard Fuel Co., Toronto, Ont.

COBALT OXIDE
*Deloro Smelting & Refining Co., Ltd., Deloro, Ont.
The Coniagas Reduction Co., Ltd., St. Catharines, Ont.

COBALT METAL
*Deloro Smelting & Refining Co., Ltd., Deloro, Ont.

COFFEE
S. H. Ewing & Sons, Montreal

COLD DRAWN SHAPES, flats, squares and hexagons
*The Canadian Drawn Steel Co. Ltd., Hamilton, Ont.
*Union Drawn Steel Co.. Ltd. Hamilton, Ont.

COLD STORAGE DOORS
*John Hillock & Co., Ltd., Toronto.

COLLAR BUTTONS
The Arlington Co. of Canada, Ltd Toronto, Ont.

COLLARS. Composition
Parsons & Parsons Canadian Co., Hamilton, Ont.

COLORS
*A. Ramsay & Son Co., Montreal.

COMBS, fine dressing and name
The Arlington Co. of Canada, Ltd., Toronto

COMMERCIAL STATIONERY
*Brown Bros., Ltd., Toronto, Ont.

CONCRETE COATINGS, PAINTS, Etc.
*The Imperial Varnish & Color Co., Ltd., Toronto, Ont.

CONCRETE HARDENER AND WATERPROOFER
Beveridge Supply Co., Limited, Montreal, Que.
Sturgeons Limited, Toronto.

CONDENSERS, Barometic
*Canadian Ingersoll-Rand Co., Sherbrooke, Que.

CONDENSERS, jet and surface
*The Goldie & McCulloch Co., Ltd., Galt, Ont.

CONDENSERS, rotary jet
*The Goldie & McCulloch Co., Ltd Galt, Ont.

CONDUIT FOR INTERIOR WIRING
*Conduits Co., Ltd., Toronto, Ont
*National Conduit Co., Limited. Toronto.

CONFECTIONERY
Ganong Bros., Ltd., St. Stephens, N.B.
Moirs, Ltd., Halifax, N.S.
The Montreal Biscuit Co., Montreal, Que.

CONTAINER BOARD—strong container
*Bathurst Lumber Co., Ltd., Bathurst, N.B.

CONTRACTOR'S PLANT
*Canadian Mead Morrison Co., Ltd., Montreal, Que.

CONVEYORS
*Canadian Link-Belt Company, Ltd. Toronto, Ont.
*Canadian Mathews Gravity Carrier Co., Toronto.

COPPER
*Booth-Coulter Copper & Brass Co. Ltd., Toronto, Ont.
*Consolidated Mining & Smelting Co. of Canada, Ltd., Montreal.

COPPER, SHEETS, PLATES, BARS, RODS
*Brown's Copper and Brass Rolling Mills, Ltd., New Toronto, Ont.
*Booth-Coulter Copper & Brass Co Ltd., Toronto, Ont.
*Copper Products, Ltd., Montreal, Que.

COPPERSMITHS
*Booth-Coulter Copper & Brass Co., Ltd., Toronto, Ont.

COPPER TUBING, seamless
*Copper Products, Ltd., Montreal, Que.
Canadian Seamless Wire Co., Ltd Toronto, Ont.
*Booth-Coulter Copper & Brass Co. Ltd., Toronto, Ont.

COPPER WIRE
Canadian Seamless Wire Co., Ltd., Toronto, Ont.
*Standard Underground Cable Co of Canada. Ltd., Hamilton, Ont

CORKS
S. H. Ewing & Sons, Montreal. Que.

CORK CARPET
Dominion Oil Cloth and Linoleum Co., Ltd., Montreal, Que.

CORRUGATED PAPER BOXES
Corrugated Paper Box Co., Ltd., Toronto, Ont.
*Hinde & Dauch Paper Co. of Canada, Limited. Toronto
Standard Paper Box Company, Ltd., Montreal, Que.
*Thompson & Norris Co., of Canada, Ltd., Toronto and Montreal.

CORSETS
Dominion Corset Co., Quebec, Que

COTTONS
*Montreal Cottons, Ltd., Valleyfield, P.Q.

COTTONADES
Hamilton Cotton Co., Hamilton, Ont.

COUPLERS
*Canadian Steel Foundries, Ltd., Welland, Ont.

CRANES
*Northern Crane Works, Walkerville, Ont.
*The Herbert Morris Crane and Hoist Co., Ltd., Niagara Falls, Ont.

CREAM CHEESE, Ingersoll
The Ingersoll Packing Co., Ltd., Ingersoll, Ont.

CREAM SEPARATORS AND MILK CLARIFIERS
De Laval Dairy Supply Co., Peterboro, Ont.

CREAMERY AND CHEESE FACTORY MACHINERY AND SUPPLIES
De Laval Dairy Supply Co., Ltd., Peterboro, Ont.

CREOSOTED MATERIALS
*The Barrett Co., Ltd., Toronto and Montreal.

CRUSHERS, Rock and Ore
*Canadian Ingersoll-Rand Co., Ltd., Sherbrooke, Que.

CUPOLAS
*Northern Crane Works, Ltd. Walkerville, Ont.

CUPS, presentation
Standard Silver Co., Toronto, Ont

CURTAINS, chenille
Hamilton Cotton Co., Hamilton, Ont.

CUTLERY
Standard Silver Co., Toronto, Ont.

CUTTERS, machine
*Pratt & Whitney Co., Dundas, Ont.

DECALCOMANIA TRANSFERS
Canada Decalcomania Co., Toronto, Ont.

DENIMS
Hamilton Cotton Co., Hamilton, Ont.

DERAILS
*Canadian Hart Wheels, Ltd., Hamilton, Ont.

DESIGNERS AND PRINTERS OF BOOKLETS, Etc.
Grip, Ltd., Toronto, Ont.

DESKS
*Office Specialty Mfg. Co., Ltd., Newmarket, Ont.
The Macey Office Equipment Co., Toronto.

DIE CASTINGS
*Tallman Brass & Metal, Limited Hamilton, Ont.

DIES
*Butterfield & Co., Rock Island, P.Q.
*Pratt & Whitney Co., Dundas, Ont.

DIES, for metal stampings.
Larsen & Shaw, Ltd., Walkerton.

DINING ROOM SUITES
The George McLagan Furniture Co., Ltd., Stratford, Ont.

DISINFECTING APPARATUS
Spramotor Co., London, Ont.

DOOR HANGERS
*Richards Wilcox Canadian Co Ltd., London, Ont.

DREDGES
*Canadian Mead Morrison Co., Ltd., Montreal, Que.

DRILL PRESSES
*Canada Machinery Corporation Ltd., Galt, Ont.

DRILL SHARPENERS
*Canadian Ingersoll-Rand Co., Ltd., Montreal, Que.

DRILLS
*John Morrow Screw & Nut Co., Ltd., Ingersoll, Ont.
*Pratt & Whitney Co., Dundas, Ont

DRIFT BOLTS OR SPIKES
London Rolling Mill Co., Ltd., London, Ont.

DROP HAMMERS
*Canada Machinery Corporation Ltd., Galt, Ont.

DRUMS, steel, and containers
*Smart-Turner Machine Co., Ltd., Hamilton, Ont.

DRY COLORS
*The Imperial Varnish & Color Co., Ltd., Toronto.

DUMB WAITERS
Turnbull Elevator Mfg. Co., Toronto, Ont.

DURABLE WIRE ROPE
*The Dominion Wire Rope Co., Ltd., Montreal, Que.

DYNAMITE
Canadian Explosives, Ltd., Montreal, Que.

DYNAMOS
*Jones & Moore Electric Co., Ltd. Toronto, Ont.
*The Canadian Crocker-Wheeler Co., Ltd., St. Catharines, Ont.

DYNAMOS, plating
*Jones & Moore Electric Co., Ltd. Toronto, Ont.

EIDERDOWN
Galt Knitting Co., Ltd., Galt, Ont

ELECTRICAL AND GAS FIXTURES
The Garth Co., Montreal, Que.
The James Morrison Brass Mfg Co., Ltd., Toronto, Ont
*Tallman Brass & Metal, Ltd., Hamilton, Ont.

ELECTRIC APPLIANCES
*Canadian Crocker-Wheeler Co Ltd., St. Catharines, Ont.
*Canadian Westinghouse Co., Ltd. Hamilton, Ont.

ELECTRICAL COMPOUNDS
Standard Paint Co. of Canada, Ltd., Montreal, Que.

ELECTRIC PLATE WARE
Roden Bros., Ltd., Toronto, Ont.

ELECTRODES, carbon
*Canadian National Carbon Co., Ltd., Toronto, Ont.

ELECTROTYPING
Central Press Agency, Ltd. Toronto.

ELECTRICAL SUPPLIES
*Canadian Westinghouse Co., Ltd Hamilton, Ont.
*Jones & Moore Electric Co., Ltd
*Northern Electric Co., Ltd., Montreal, Que.

ELECTRO-SILVER PLATED WARE
Standard Silver Co., Toronto, Ont

ELEVATING MACHINERY
*Canadian Link-Belt Company, Ltd. Toronto, Ont.
*Canadian Mathews Gravity Carrier Co., Toronto, Ont.

ELEVATORS
*MacKinnon Steel Co., Ltd., Sherbrooke, Que.
Turnbull Elevator Mfg. Co., Toronto, Ont.
*The Waterous Engine Works Co Ltd,, Brantford, Ont.
*Northern Crane Works, Ltd Walkerville, Ont.

ELEVATORS FOR ALL PURPOSES
*The Waterous Engine Works Co Ltd., Brantford, Ont.

ELEVATOR GATES AND DOORS
Turnbull Elevator Mfg. Co., Ltd Toronto, Ont.
*The A. B. Ormsby Co., Ltd Toronto, Ont.

ELEVATOR GUARDS
*The Geo. B. Meadows, Toronto Iron & Brass Goods Works Co Ltd., Toronto, Ont.
*Canada Wire and Iron Goods Co Hamilton, Ont.

EMERY GRINDERS
*Canadian Hart Wheels, Ltd Hamilton, Ont.

EMERY WHEELS
*Canadian Hart Wheels, Ltd Hamilton, Ont.

ENAMELS
Dominion Paint Works, Limited, Walkerville, Ont.
*The Imperial Varnish & Color Co. Ltd., Toronto, Ont.

ENAMEL AND TIN WARE
*McClary Mfg. Co., London, Ont

ENGINES
*E. Leonard & Sons, Limited London, Ont.
*Goldie & McCulloch Co., Ltd., Galt Ont.
J. & R. Weir, Montreal, Que.
*The Waterous Engine Works Co Ltd., Brantford, Ont.

ENGINES, gas and gasoline
*Canadian Fairbanks-Morse Co. Ltd., Montreal, Que.
*Hamilton Motor Works, Ltd., Hamilton, Ont.
*Massey-Harris Co., Ltd., Toronto

ENGINES, gasoline, tractor, plowing and threshing
Sawyer-Massey Co., Ltd., Hamilton, Ont.

ENGINES, hoisting
*Canadian Ingersoll-Rand Co., Ltd., Sherbrooke, Que.
*Canadian Mead Morrison Co., Ltd., Montreal, Que.
*The Waterous Engine Works Co. Ltd., Brantford, Ont.

ENGINES, marine, gasoline and kerosene
Bruce, Stewart & Co., Ltd., Charlottetown, P.E.I.

ENGINES, steam plowing and threshing
Sawyer-Massey Co., Ltd., Hamilton, Ont.

ENGRAVERS, photo
Grip, Ltd., Toronto, Ont.

ENGRAVERS, half-tone
Grip, Ltd., Toronto.

ENGRAVERS AND PRINTERS steel plate
American Bank Note Co., Ottawa, Ont.

ENGRAVERS AND PRINTERS bank note
American Bank Note Co., Ottawa, Ont,

ENGRAVING
*J. L. Jones Engraving Co., Toronto, Ont.

ENGRAVING, copper and steel plate
Pritchard-Andrews Co. of Ottawa, Ltd., Ottawa, Ont.

ENSILAGE AND STRAW CUTTERS
J. Fleury's Sons, Aurora, Ont.
*Ontario Wind Engine & Pump Co., Ltd., Toronto, Ont.

ENVELOPES
*Barber-Ellis Co., Ltd., Toronto.
Canada Envelope Co., Montreal, Que.

EXPANSION BOLTS
Beveridge Supply Co., Limited, Montreal, Que.

EXPERTS IN PATENT CAUSES
*Ridout & Maybee, Toronto, Ont.

EXPLOSIVES, high
Canadian Explosives, Ltd., Montreal, Que.

FACE PLATE JAWS
*Ker & Goodwin, Brantford, Ont.

FACTORY SUPPLIES, cheese and creamery
De Laval Dairy Supply Co., Ltd., Montreal, Que.

FANS
*The Canadian Blower & Forge Co., Ltd., Kitchener, Ont.

FENCING, wire
*C. H. Johnson & Sons, Ltd., Montreal, Que.

FELTS, pulp and paper makers
Ayers, Ltd., Lachute Mills, P.Q.

FENCES AND GATES
*Dennis Wire & Iron Works Co., London, Ont.
*Canada Wire & Iron Goods Co., Hamilton, Ont.
*Frost Steel & Wire Company, Limited, Hamilton, Ontario.

FIBRE PAILS
*The E. B. Eddy Co., Ltd., Hull, Que.

FIBRE (vulcanized), sheets, rods, tubes, etc.
*The Diamond State Fibre Co. of Canada, Ltd., Toronto.

FIBREBRICK, Plastic, jointless
Beveridge Supply Co., Limited, Montreal, Que.

FILES.
Henry Disston & Sons, Ltd., Toronto, Ont.
*John Morrow Screw & Nut Co., Ltd., Ingersoll, Ont.
*The Nicholson File Co., Port Hope
The Ingersoll File Company, Ltd. Ingersoll, Ont.

FILING CABINETS
*Office Specialty Co., Newmarket, Ont.

FILING DEVICES
The Macey Office Equipment Co., Toronto.

FILING EQUIPMENT, wood & steel
*Office Specialty Mfg. Co., Ltd., Newmarket, Ont.

FILING SYSTEMS
*Office Specialty Mfg. Co., Ltd., Newmarket, Ont.
Lowe-Martin Co., Ltd., Ottawa, Ont.

FIRE ALARMS
*Northern Electric Co., Ltd., Montreal, Que.

FIRE BRICK
Dominion Fire Brick & Clay Products, Ltd., Moose Jaw, Sask.
FIRE BRICK AND CLAY
Dominion Fire Brick & Clay Products, Ltd., Moose Jaw, Sask.
FIRE BRICK, PLASTIC
Beveridge Supply Co., Limited, Montreal, Que.
FIRE DOOR HARDWARE
*Richard Wilcox Canadian Co. Ltd., London, Ont.
FIRE DOORS
*A. B. Ormsby Co., Ltd., Toronto
*The Pedlar People, Ltd., Oshawa, Ont.
FIRE ENGINES
American LaFrance Fire Engine Company of Canada, Limited, Toronto.
*Waterous Engine Works Co., Ltd. Brantford, Ont.
FIRE ESCAPES
American LaFrance Fire Engine Company of Canada, Limited, Toronto.
*Canada Wire & Iron Goods Co., Hamilton, Ont.
*Dennis Wire & Iron Works Co., London, Ont.
*McGregor & McIntyre, Ltd., Toronto, Ont.
FIRE EXTINGUISHERS
*A. B. Ormsby Co., Ltd., Toronto.
American LaFrance Fire Engine Company of Canada, Limited, Toronto.
*Booth-Coulter Copper & Brass Co., Ltd., Montreal, Que.
*The Bennett & Wright Co., Ltd., Toronto, Ont.
FIRE FIGHTING APPARATUS
American LaFrance Fire Engine Company of Canada, Limited, Toronto.
*Waterous Engine Works Co., Ltd. Brantford, Ont.
FIRE HOSE
*Canadian Consolidated Rubber Co of Canada, Ltd., Montreal, Que.
*Gutta Percha & Rubber, Ltd., Toronto, Ont.
FIRE PREVENTION MATERIAL
*Chicago Bridge & Iron Works Bridgeburg, Ont.
*Eureka Mineral Wool & Asbestos Co., Toronto.
*The Bennett & Wright Co., Ltd. Toronto, Ont.
FIRE-PROOF WINDOWS AND DOORS
*Canadian Metal Window & Steel Products, Limited, Toronto.
*A. B. Ormsby Co., Ltd., Toronto.
*Pedlar People, Ltd., Oshawa, Ont
*Trussed Concrete Steel Company of Canada, Ltd., Walkerville, Ont.
FIRE PROTECTION SYSTEMS
*Canadian Des Moines Steel Co., Limited, Chatham.
FIRE SPRINKLER SYSTEMS
*Chicago Bridge & Iron Works Bridgeburg, Ont.
*The Bennett & Wright Co., Ltd Toronto, Ont.
*Purdy Mansell Co., Toronto, Ont
FIRE AND WATER DEPARTMENT
*Chicago Bridge & Iron Works, Bridgeburg, Ont.
The Garth Co., Montreal, Que.
FISH, Atlantic Sea-Foods
Maritime Fish Corporation, Ltd. Montreal, Que.
FITTINGS FOR SOIL PIPE
Anthes Foundry, Ltd., Toronto.
FITTINGS, steam
Warden King Ltd., Montreal, Que.
FLOORING, hardwood
Seaman Kent Co., Ltd., Meaford, Ont.
FOLDING PAPER BOXES
Standard Paper Box Company, Ltd, Montreal, Que.
FORGES
*Canadian Blower & Forge Co., Ltd., Kitchener, Ont.
FORGINGS
*Canada Foundries & Forgings Co., Welland, Ont.
*The Steel Co. of Canada, Ltd., Hamilton, Ont.
FORGINGS, drop
*Dominion Forge & Stamping Co., Walkerville, Ont.
FOUNDRY EQUIPMENT
*Northern Crane Works, Ltd., Walkerville, Ont.
FOUNTAIN FRUITS AND JUICES
J. J. McLaughlin, Ltd., Toronto.
FROGS AND CROSSINGS, manganese
Canadian Ramapo Iron Works, Ltd., Niagara Falls, Ont.
FUEL
Standard Fuel Co., Toronto, Ont.
FUR GARMENTS, men's and women's
Holt, Renfrew, Ltd., Quebec.
FUR GOODS
John W. Peck & Co., Ltd., Montreal, Que.
FURNACES
*McClary Mfg. Co., London, Ont.
FURNITURE; Camp and Verandah and Novelties
The Stratford Mfg. Co., Limited, Stratford, Ont.
FURNITURE, hall
The George McLagan Furniture Co., Ltd., Stratford, Ont.
FURNITURE, office
The Canadian Office & School Furniture Co., Ltd., Preston, Ont.
FURNITURE, reed and rattan
Imperial Rattan Co., Ltd., Stratford, Ont.
FUSES
*Economy Fuse & Mfg. Co., Montreal, Que.
GALVANIZED IRON
*A. C. Leslie & Co., Montreal.
GALVANIZED SHEETS
*Dominion Sheet Metal Co., Hamilton, Ont.
*The A. B. Ormsby Co., Ltd., Toronto, Ont.
GALVANIZERS
Acme Stamping & Tool Works Ltd., Hamilton, Ont.
*Ontario Wind Engine & Pump Co., Ltd., Toronto, Ont.
*The Pedlar People, Ltd., Oshawa.
GALVANIZING, custom
The Goold, Shapley & Muir Co., Ltd., Brantford, Ont.
GASOLINE ENGINES
*Ontario Wind & Pump Co., Ltd Toronto, Ont.
De Laval Dairy Supply Co., Ltd., Peterboro, Ont.
*The Goold Shapley & Muir Co., Limited, Brantford, Ont.
GASOLINE FIRE ENGINES
American LaFrance Fire Engine Company of Canada, Limited, Toronto.
*Waterous Engine Works Co., Ltd. Brantford, Ont.
GASOLINE STORAGE SYSTEMS, special underground
*S. F. Bowser & Co., Toronto.
*Steel Trough & Machine Co., Ltd., Tweed, Ont.
GASOLINE
*The Imperial Oil Co., Ltd., Toronto, Ont.
GEARS, cut
*Hamilton Gear and Machine, Toronto.
GEARS (noiseless, waterproof)
*The Diamond State Fibre Co. of Canada, Ltd., Toronto.
GELATINE
Canada Gelatine Co., Ltd., Brantford, Ont.
GENERATORS
*Canadian Crocker-Wheeler Co., Ltd., St. Catharines, Ont.
*Canadian Westinghouse Co., Ltd Hamilton, Ont.
GILDING METAL
*Copper Products, Ltd., Montreal, Que.
GLASSWARE
Dominion Glass Co., Ltd., Montreal, Que.
GLASSWARE, cut
Roden Bros., Ltd., Toronto.
GLASS FOR BUILDINGS
Toronto Plate Glass Importing Co., Ltd., Toronto, Ont.
GLASS BENDERS
Toronto Plate Glass Importing Co., Ltd., Toronto, Ont.
GLASS, mirror
Toronto Plate Glass Importing Co., Ltd., Toronto, Ont.
GLOVES AND MITTS
*A. R. Clarke & Co., Ltd., Toronto
Craig, Cowan Co., Ltd., Toronto
GLUE
Canada Glue Co., Ltd., Brantford Ont.
GOLD-FILLED WIRE AND PLATE
Canadian Seamless Wire Co., Toronto, Ont.
GOLD AND SILVER REFINERS
Canadian Seamless Wire Co., Toronto, Ont.
GRAIN CRUSHERS, rapid, easy
J. Fleury's Sons, Aurora, Ont.
GRAPE JUICE
J. J. McLaughlin, Ltd., Toronto.
The Welch Co., Ltd., St. Catharines, Ont.
GRAPHITE, lubricating
Black Donald Graphite Company. Limited, Calabogie, Ont.
GRATES
*The Goldie & McCulloch Co., Ltd., Galt, Ont.
GRAVITY CARRIERS
*Canadian Mathews Gravity Carrier Co., Toronto, Ont.
GRILLES, metal
*Canada Wire & Iron Goods Co. Hamilton, Ont.
*Dennis Wire & Iron Works Co., London, Ont.
GRINDING MACHINERY
*Ford Smith Machine Co., Ltd., Hamilton, Ont.
*Norton Company of Canada, Ltd., Hamilton, Ont.
GRINDING AND POLISHING MACHINERY
*Canadian Hart Wheels, Ltd., Hamilton, Ont.
GRINDING WHEELS
*Canadian Hart Wheels, Ltd., Hamilton, Ont.
*Norton Company of Canada, Ltd. Hamilton, Ont.
*The Dominion Abrasive Wheel Co., Ltd., New Toronto, Ont.
GRINDSTONES
*Richards-Wilcox Canadian Co. Ltd., London, Ont.
GUNN SECTIONAL BOOKCASES
The Geo. McLagan Furniture Co. Ltd., Stratford, Ont.
GUY ANCHORS
B. J. Coghlin Co., Ltd., Montreal
GYPSUM PRODUCTS
De Laval Dairy Supply Co., Ltd., Peterboro, Ont.
HACK SAW BLADES AND FRAMES
*E. C. Atkins & Co., Inc., Hamilton, Ont.
HACK SAW MACHINES
*E. C. Atkins & Co., Inc., Hamilton, Ont.
HALL FURNITURE
The Geo. McLagan Furniture Co., Ltd., Stratford, Ont.
HANDLES (axe, pick, sledge hammers, etc.)
The Lachute Shuttle Co., Ltd., Lachute Mills, P.Q.
HANDLES, wood
Canada Spool & Bobbin Co., Ltd., Walkerton, Ont.
HAND SAWS
*E. C. Atkins & Co., Inc., Hamilton, Ont.
HANGERS
*The Goldie & McCulloch Co., Ltd., Galt, Ont.
HARDWARE
*Richards-Wilcox Canadian Co., Ltd., London, Ont.
Taylor-Forbes Co., Ltd., Guelph Ont.
HARNESS
Lamontagne, Ltd., Montreal, Que.
HATS, ladies' felt and straw
Toronto Hat Mfg. Co., Toronto.
HAULAGE, wire rope
*The Dominion Wire Rope Co., Ltd., Montreal, Que.
HEADING SAWS
*E. C. Atkins & Co., Inc., Hamilton, Ont.
HEATERS
*Waterous Engine Works Co., Ltd., Brantford, Ont.
HEATERS, feed water
*The Goldie & McCulloch Co., Ltd., Galt, Ont.
HEATERS, WATER FEED
*Mason Regulator & Engineering Co., Ltd., Montreal, Que.
HEATING APPLIANCES
*C. A. Dunham Co., Ltd., Toronto.
*The Canadian Blower & Forge Co., Ltd., Kitchener, Ont.
HEATING SYSTEMS
*C. A. Dunham Co., Ltd., Toronto.
HEMLOCK, union and oak sole
Breithaupt Leather Co., Ltd., Kitchener, Ont.
HESSIANS
The Canadian Bag Co., Ltd., Montreal, Que.
HINGES
*The Steel Co. of Canada, Ltd., Hamilton, Ont.
HOISTS, electric and pneumatic
*Canadian Ingersoll-Rand Co., Ltd., Montreal, Que.
*Canadian Mead Morrison Co., Ltd., Montreal, Que.
*Northern Crane Works, Ltd., Walkerville, Ont.
HOSE, fire and rubber
*Canadian Consolidated Rubber Co., Ltd., Montreal, Que.
*Gutta Percha & Rubber, Ltd., Toronto, Ont.
HOUSES, factory made
Wm. H. White, Ville St. Pierre, Montreal, Que.
HYDRAULIC TURBINES
*Canadian Ingersoll-Rand Co., Ltd., Sherbrooke, Que.
ICE CREEPERS
Parmenter & Bulloch Co., Ltd., Gananoque, Ont.
ICE MACHINE EQUIPMENT
Canadian Ice Machine Co., Limited, Toronto, Ont.
ICE-MAKING MACHINERY
The Linde Canadian Refrigeration Co., Ltd., Montreal, Que.
INGOT METALS
*Brown's Copper & Brass Rolling Mills, Ltd., New Toronto, Ont.
INSERTED TOOTH SAWS
*E. C. Atkins & Co., Inc., Hamilton, Ont.
INSULATING COMPOUNDS
*The Imperial Varnish & Color Co., Ltd., Toronto.
INSULATION VULCANIZED FIBRE
*The Diamond State Fibre Co. of Canada, Ltd., Toronto.
INTERLOCKING RUBBER TILING
*Gutta Percha & Rubber Mfg. Co., of Toronto, Ltd., Toronto, Ont.
IRON
*Nova Scotia Steel & Coal Co., Ltd., New Glasgow, N.S.
IRON AND STEEL BARS
*Burlington Steel Co., Ltd., Hamilton, Ont.
*The Steel Co. of Canada, Ltd., Hamilton, Ont.
IRON STAIRWAYS
*Canada Wire & Iron Goods Co., Hamilton, Ont.
*Dennis Wire & Iron Works Co., London, Ont.
*McGregor & McIntyre, Ltd., Toronto, Ont.
IRONWORK, architectural
*Canada Wire & Iron Goods Co., Hamilton, Ont.
IRONWORK, ornamental
*Canada Wire & Iron Goods Co., Hamilton, Ont.
JAM, canned goods, etc.
E. D. Smith & Son, Ltd.
JAPANS, enamels, etc.
A. Muirhead Co., Ltd., Toronto.
*The Imperial Varnish & Color Co., Ltd., Toronto, Ont.

* For Display Advertisement see Index, Page 45

JELLY POWDER
S. H. Ewing & Sons, Montreal
JEWELRY, enamelled souvenir
*Caron Bros., Montreal, Que.
JEWELRY, gold-filled
*Caron Bros., Montreal, Que.
JOINTERS
*Canada Machinery Corporation, Ltd., Galt, Ont.
*P. B. Yates Machine Co., Ltd., Hamilton, Ont.
JOIST HANGERS
*Richards-Wilcox Canadian Co., Ltd., London, Ont.
JUNCTION BOXES, cable
*Standard Underground Cable Co of Canada, Ltd., Hamilton, Ont
KINDLING
Standard Fuel Co., Toronto, Ont.
KNIFE GRINDERS
*Canada Machinery Corporation, Ltd., Galt, Ont.
KNITTED GOODS
*Penman's, Ltd., Paris, Ont.
KNIVES
*Galt Knife Co., Ltd.
The Peter Hay Knife Co., Ltd., Galt, Ont.
Simonds Canada Saw Co., Ltd., Montreal, Que.
KNIVES, pulp and paper
Henry Disston & Sons, Toronto.
The Peter Hay Knife Co., Ltd., Galt, Ont.
KODAKS AND PHOTOGRAPHIC SUPPLIES
Canadian Kodak Co., Ltd., Toronto.
LABELS
Lawson & Jones, Ltd., London, Ont.
LABELS, lithographed
Consolidated Lithographing and Mfg. Co., Ltd., Montreal, Que.
Harris Lithographing Co., Ltd. Toronto, Ont.
LABORATORY SUPPLIES
Canadian Laboratory Supplies Ltd., Toronto.
LACE LEATHER
F. C. McCordick, St. Catharines Ont.
*The D. K. McLaren Belting Co. Ltd., Montreal, Que.
*The J. C. McLaren Belting Co., Ltd., Montreal, Que.
LADDERS
Stratford Mfg. Co., Ltd., Stratford, Ont.
LADLES, foundry
*Northern Crane Works, Ltd., Walkerville, Ont.
LATH
The C. Beck Mfg. Co., Ltd., Penetanguishene, Ont.
LATHE CHUCKS
*Ker & Goodwin, Brantford, Ont.
LATHES
*Canada Machinery Corporation, Ltd., Galt, Ont.
LAUNCHES
Peterboro Canoe Co., Ltd., Peterboro, Ont.
LAWN MOWERS
Taylor-Forbes Co., Ltd., Guelph Ont.
LAWN SWINGS
Stratford Mfg. Co., Ltd., Stratford, Ont.
LAVATORIES, enameled
Amherst Foundry Co., Ltd., Amherst, N.S.
LAUNDRY SINKS
Amherst Foundry Co., Ltd., Amherst, N.S.
LEAD
*Consolidated Mining & Smelting Co. of Canada, Ltd., Montreal
LEAD GRINDERS
Benjamin Moore & Co., Ltd., Toronto, Ont.
LEAD PIPE
*Hoyt Metal Co., Toronto. Ont.
*The Steel Co. of Canada, Ltd., Hamilton, Ont.
Toronto Plate Glass Importing Co., Ltd., Toronto, Ont.
*The Canada Metal Co., Toronto.
LEAD SHEET
Toronto Plate Glass Importing Co., Ltd., Toronto, Ont.
LEATHER
The Robson Leather Co., Ltd., Oshawa, Ont.
LEATHER, bookbinders'
Clarke & Clarke, Ltd., Toronto.
LEATHER, fancy
Clarke & Clarke, Ltd., Toronto.
LEATHER GOODS
Lamontagne, Ltd., Montreal, Que.
LEATHER GOODS, Fine
Federated Leather Goods Co., Ltd., Montreal, Que.
LEATHER, hemlock, union and oak sole
The Breithaupt Leather Co., Ltd., Kitchener, Ont.
LEATHER, patent colt and side leather
*A. R. Clarke & Co., Ltd., Toronto.
LEATHER, sheep skin, etc.
Clarke & Clarke, Ltd., Toronto.
LEATHER, upholstering
Clarke & Clarke, Ltd., Toronto.
LEATHER, upper
A. Davis & Son., Ltd., Kingston, Ont.
King Brothers Co., Ltd., Whitby, Ont.
LINK-BELT, Ewart and saw mill riveted
*Canadian Link-Belt Co., Toronto
LINOLEUM
Dominion Oil Cloth and Linoleum Co., Ltd., Montreal, Que.
LITHOGRAPHERS
American Bank Note Co., Ottawa, Ont.
Consolidated Lithographing and Mfg. Co., Ltd., Montreal, Que.
Harris Lithographing Co., Ltd., Toronto, Ont.
The Federated Press, Limited, Montreal, Que.
LOCKERS
*Canada Wire & Iron Goods Co., Hamilton, Ont.
*Dennis Wire & Iron Works Co., London, Ont.
*Geo. B. Meadows, Wire, Iron and Brass Works Co., Toronto. Ont
LOCOMOTIVES, industrial
*Montreal Locomotive Works, Ltd., Montreal, Que.
LOCOMOTIVE & MARINE BRASS WORKS
The James Morrison Brass Mfg Co., Ltd., Toronto.
LOOSE LEAF SYSTEMS
Copeland-Chatterson Co., Ltd., Brampton, Ont.
Lowe-Martin Co., Ottawa, Ont.
LUGS, for silos and water tanks
*Ontario Wind Engine & Pump Co., Ltd., Toronto.
LUMBER
The C. Beck Mfg. Co., Ltd., Penetanguishene, Ont.
LUMBER, asbestos
*Eureka Mineral Wool & Asbestos Co., Toronto, Ont.
LUMBER, spruce and pine, cedar railway ties and shingles
*Bathurst Lumber Co., Ltd., Bathurst, N.B.
LUMBER, red pine and spruce
Gillies Bros., Ltd., Braeside, Ont.
LUMBER, White pine
Gillies Bros., Ltd., Braeside, Ont
LUMBERING BLANKETS
Slingsby Mfg. Co., Ltd., Brantford Ont.
MACHINE KNIVES
*Galt Knife Co., Ltd.
*E. C. Atkins & Co., Inc., Hamilton, Ont.
Henry Disston & Sons, Toronto.
MACHINE TOOLS
*Canada Machinery Corporation, Ltd., Galt, Ont.
*John Bertram & Sons Co., Ltd., Dundas, Ont.
MACHINE WORK, special and repairs
*Canadian Rumely Co., Ltd., Toronto, Ont.
MACHINERY, special, designing and developing.
Larsen & Shaw, Ltd., Walkerton.
BAKERS
Fletcher Mfg. Co., Ltd., Toronto.
MACHINERY AND UTENSILS FOR CANDY
Fletcher Mfg. Co., Ltd., Toronto.
MACHINERY AND UTENSILS FOR ICE CREAM
Fletcher Mfg. Co., Ltd., Toronto.
MACHINERY, Conveying
*Canadian Link-Belt Company, Ltd., Toronto, Ont.
*Canadian Mathews Gravity Carrier Co., Ltd., Toronto.
MACHINERY, flour mill
*Canadian Fairbanks-Morse Co., Ltd., Montreal, Que.
MACHINERY, ice cream
J. J. McLaughlin, Ltd., Toronto.
MACHINERY, grinding
*Canadian Hart Wheels, Ltd., Hamilton, Ont.
*Canadian Mead Morrison Co., Ltd., Montreal, Que.
J. & R. Weir, Montreal, Que.
*Northern Crane Works, Ltd., Walkerville, Ont.
MACHINERY, iron working
*Canada Machinery Corporation, Ltd., Galt, Ont.
*John Bertram & Sons Co., Ltd., Dundas, Ont.
MACHINERY, pulp mill
*Canadian Ingersoll-Rand Co., Ltd., Sherbrooke, Que.
*Dominion Engineering Works, Limited, Montreal, Que.
*The Waterous Engine Works Co., Ltd., Brantford, Ont.
MACHINERY, punching and shearing
*Canada Machinery Corporation, Ltd., Galt, Ont.
*John Bertram & Sons Co., Ltd., Dundas, Ont.
MACHINERY, railroad and car-shop
*Canada Machinery Corporation, Ltd., Galt, Ont.
*John Bertram & Sons Co., Ltd., Dundas, Ont.
MACHINERY, roadmaking
Sawyer-Massey Co., Ltd., Hamilton, Ont.
*The Waterous Engine Works Co., Ltd., Brantford, Ont.
MACHINERY, sawmill
The E. Long Mfg. Co., Ltd., Orillia, Ont.
P. Payette & Co., Pentanguishene, Ont.
*The Waterous Engine Works Co., Ltd., Brantford, Ont.
*Yates, P. B., Machine Co., Ltd., Hamilton, Ont.
MACHINERY, sheet metal working
*Canada Machinery Corporation, Ltd., Galt, Ont.
MACHINERY, woodworking
*Canada Machinery Corporation, Ltd., Galt, Ont.
*Yates, P. B., Machine Co., Ltd., Hamilton, Ont.
Preston Woodworking Machinery Co., Ltd., Preston, Ont.
*The Waterous Engine Works Co., Ltd., Brantford, Ont.
MACHINES, painting
Spramotor Co., London, Ont.
MAGNESITE
*Canadian Carbonate Co., Montreal. Que.
MALLEABLE IRON CASTINGS
Malleable Castings Co., Ltd., Smith's Falls, Ont.
*Galt Malleable Iron Co., Ltd., Galt, Ont.
MARTINGALE RINGS AND SLIDE LOOPS
The Arlington Co. of Canada, Ltd., Toronto, Ont.
MATCHERS
*P. B. Yates Machine Co., Ltd., Hamilton, Ont.
MATCHES
*The E. B. Eddy Co., Ltd., Hull. Que.
MECHANICAL STOKERS
*Under-feed Stoker Co. of Canada, Ltd., Toronto.
METAL, babbitt
Alonzo W. Spooner, Ltd., Port Hope, Ont.
*Canada Metal Co., Toronto, Ont.
METAL CEILINGS
*The Pedlar People, Ltd., Oshawa,
MACHINERY AND UTENSILS FOR
Ont.
*The A. B. Ormsby Co., Ltd., Toronto, Ont.
METAL LATH
*The Pedlar People, Ltd., Oshawa, Ont.
METAL LATH
*Trussed Concrete Steel Company of Canada, Ltd., Walkerville, Ont.
METAL PACKING
*Garlock Packing Co., Hamilton, Ont.
METAL, spinning and stamping
*The Booth-Coulter Copper & Brass Co., Ltd., Toronto, Ont.
METAL PROTECTIVE PAINTS
Sturgeons Limited, Toronto.
METAL SAWS
*E. C. Atkins & Co., Inc., Hamilton, Ont.
METAL SHINGLES
*The Pedlar People, Ltd., Oshawa, Ont.
*The A. B. Ormsby Co., Ltd., Toronto, Ont.
MILK DEALERS' MACHINERY AND SUPPLIES
De Laval Dairy Supply Co., Ltd., Peterboro, Ont.
MILLBOARD, asbestos
*Eureka Mineral Wool & Asbestos Co., Toronto.
MILLING CUTTERS
*Pratt & Whitney Co. of Canada, Dundas, Ont.
MILLING MACHINES
*Ford Smith Machine Co., Ltd., Hamilton, Ont.
MILL RIVITED
*Canadian Link-Belt Company, Ltd., Toronto, Ont.
MITTS AND GLOVES, Indian, tan, red deerskins
Holt, Renfrew, Ltd., Quebec, Que.
*A. R. Clarke & Co., Ltd., Toronto.
MIXERS, chocolate, dough and paint
Fletcher Mfg. Co., Ltd., Toronto.
MOCCASINS AND SLIPPERS, Indian tanned leathers
Holt, Renfrew, Ltd., Quebec, Que.
MONEL METAL
*International Nickel Co. of Canada, Ltd., Toronto.
MORTISERS
*Canada Machinery Corporation, Ltd., Galt, Ont.
*P. B. Yates Machine Co., Ltd., Hamilton, Ont.
MOTION PICTURES
Pathescope of Canada, Limited, Toronto.
MOTOR CARS
*Ford Co. of Canada, Ford, Ont.
MOTORS, electric (alternating current)
*Canadian Westinghouse Co., Ltd., Hamilton, Ont.
*Jones & Moore Electric Co., Ltd., Toronto, Ont.
*Canadian Crocker-Wheeler Co., Ltd., St. Catharines, Ont.
*T. & H. Electric Co., Hamilton, Ont.
MOTORS, electric (direct current)
*Canadian Westinghouse Co., Ltd., Hamilton, Ont.
*Jones & Moore Electric Co., Ltd. Toronto, Ont.
*T. & H. Electric Co., Hamilton
MOTORS, electric (repairing)
*T. & H. Electric Co., Hamilton
MOTOR TRUCKS
Mapleleaf Manufacturing Company, Ltd., Montreal, Que.
MOULDERS
*Canada Machinery Corporation, Ltd., Galt, Ont.
*P. B. Yates Machine Co., Ltd., Hamilton, Ont.
NAILS
*The Steel Co. of Canada, Ltd Hamilton, Ont.
NAILS, copper
Parmenter & Bullock Co., Ltd., Gananoque, Ont.
NAILS, wire
Parmenter & Bullock Co., Ltd Gananoque, Ont.

* for Display Advertisement see Index, Page 45

NAPHTHA
*The Imperial Oil Co., Ltd., Toronto, Ont.

NICKEL CASTINGS
*International Nickel Co. of Canada, Ltd., Toronto.

NICKEL METAL
*Deloro Smelting & Refining Co., Ltd., Deloro, Ont.
*International Nickel Co. of Canada, Ltd., Toronto.

NICKEL OXIDE
*Deloro Smelting & Refining Co., Ltd., Deloro, Ont.
Coniagas Reduction Co., Ltd., St Catharines, Ont.
*International Nickel Co. of Canada, Ltd., Toronto.

NUTS
*John Morrow Screw & Nut Co., Ltd., Ingersoll, Ont.
*The National Acme Mfg. Co., Montreal, Que.
*The Steel Co. of Canada, Ltd., Hamilton, Ont.

OAKUM, plumbers, Canadian Navy
Factory Waste & Metal Co., Montreal, Que.

OAT CRUSHERS AND FLAKERS
J. Fleury's Sons, Aurora, Ont.

OFFICE CHAIRS, Etc.
The Macey Office Equipment Co. Toronto.

OFFICE DESKS
*Goderich Organ Co., Goderich, Ont

OFFICE EQUIPMENT
Lowe-Martin Co., Ltd., Ottawa Ont.
*Office Specialty Co., Newmarket Ont.

OFFICE FURNITURE
*Office Specialty Mfg. Co., Ltd Newmarket, Ont.

OILS
*A. Ramsay & Son Co., Montreal Que.

OIL FILTRATION AND CIRCULATING SYSTEMS
*S. F. Bowser & Co., Toronto, Ont

OIL STORAGE SYSTEMS, self-measuring
*S. F. Bowser & Co., Toronto, Ont

OIL COMPANIES
*Canadian Oil Cos., Toronto.
Commercial Oil Co., Ltd., Hamilton, Ont.
*Imperial Oil Co., Toronto.

OILS (petroleum products)
*British American Oil Co., Ltd. Toronto, Ont.
*The Imperial Oil Co., Toronto.

OILS, road
*The Barrett Co., Ltd., Toronto and Montreal.

OILCLOTHS, floor and table
Dominion Oil Cloth and Linoleum Co., Ltd., Montreal, Que.

ORGANS
Casavant Freres, Limitee, St Hyacinthe, Que.
*Goderich Organ Co., Goderich Ont.

ORGANS, parlor
*Goderich Organ Co., Goderich, Ont

ORGANS, pipe
Casavant Freres, Limitee, St Hyacinthe, Que.

ORGANS, reed
Bell Piano & Organ Co., Ltd. Guelph. Ont.

ORNAMENTAL IRON WORK
*Canada Wire & Iron Goods Co. Hamilton, Ont.
*Dennis Wire & Iron Works Co., London, Ont.
*The Geo. B. Meadows, Toronto Iron & Brass Goods Works Co., Ltd., Toronto, Ont.
*McGregor & McIntyre, Ltd., Toronto, Ont.

OVERALLS
Peerless Overall Co., Rock Island Que.
Walker Pant & Shirt Co., Walkerville and Chatham, Ont.

OVERCOATINGS
Rosamond Woollen Co., Almonte Ont.

OVERHEAD RUNWAYS
*MacKinnon Steel Co., Ltd., Sherbrooke, Que.
*Richards-Wilcox Canadian Co Ltd., London, Ont.

OXY-ACETYLENE WELDING
*L'Air Liquide Society, Montreal Que.
*The Prest-O-Lite Co., Inc., Toronto

OXYGEN
*L'Air Liquide Society, Montreal Que.

PACKING BOXES
Barchard & Co., Ltd., Toronto.

PACKING, engine
*Garlock Packing Co., Hamilton, Ont.

PACKING, Metallic-Flexible
Beveridge Supply Co., Ltd., Montreal, Que.

PACKING, rubber
*Canadian Consolidated Rubber Co., Ltd., Montreal, Que.
*Gutta Percha & Rubber Mfg. Co of Toronto, Ltd.
*Jenkins Bros., Ltd., Montreal, Que.

PAD HOOKS
Parmenter & Bulloch Co., Ltd., Gananoque, Ont.

PAILS AND TUBS, wooden
The C. Beck Mfg. Co., Ltd., Penetanguishene, Ont.

PAINTERS' SUPPLIES
A. Muirhead Co., Ltd., Toronto.

PAINTS AND VARNISHES
A. Muirhead Co., Ltd., Toronto.
Benjamin Moore & Co., Ltd., Toronto, Ont.
Dominion Paint Works, Limited, Walkerville, Ont.
*The Imperial Varnish & Color Co., Ltd., Toronto, Ont.
The Staneland Co., Ltd., Victoria, B.C.
*A Ramsay & Sons Co., Montreal, Que.
Standard Paint Co. of Canada, Ltd., Montreal, Que.

PAINTS, preservative
Dominion Paint Works, Limited, Walkerville, Ont.
Standard Paint Co. of Canada Ltd., Montreal, Que.
*The Barrett Co., Ltd., Toronto and Montreal.

PAPER BOARDS & BAGS
Beveridge Supply Co., Ltd., Montreal, Que.

PAPER BOXES
Standard Paper Box Company, Ltd., Montreal, Que.
King Paper Box Co., Ltd., Montreal, Que.

PAPER, coated, book and label
*Provincial Paper Mills, Ltd., Georgetown, Ont.

PAPER, coated box board
*Provincial Paper Mills, Ltd., Georgetown, Ont.

PAPER, coated cover
*Provincial Paper Mills, Ltd., Georgetown, Ont.

PAPER, envelope
*Provincial Paper Mills, Ltd., Georgetown, Ont.
The Toronto Paper Mfg. Co., Cornwall, Ont.

PAPER, enamelled blotting
*Provincial Paper Mills, Ltd., Georgetown, Ont.

PAPER, label
*Provincial Paper Mills, Ltd., Georgetown, Ont.

PAPER, ledger
*Howard Smith Paper Mills, Ltd., Montreal, Que.
*Rolland Paper Co., Ltd., Montreal, Que.
The Toronto Paper Mfg. Co., Cornwall, Ont.

PAPER, super-book
The Toronto Paper Mfg. Co., Cornwall, Ont.

PAPER, writing
The Toronto Paper Mfg. Co., Cornwall, Ont.
*Howard Smith Paper Mills, Ltd., Montreal, Que.
*Rolland Paper Co., Ltd., Montreal. Que.

PAPERS, bond
*Howard Smith Paper Mills, Ltd., Montreal, Que.
*Rolland Paper Co., Ltd., Montreal, Que.

PAPERS, building
*Bathurst Lumber Co., Ltd., Bathurst, N.B.
*The Riordon Pulp & Paper Co., Montreal, Que.
Standard Paint Co. of Canada, Ltd., Montreal, Que.

PARLOR SUNDRIES
The Geo. McLagan Furniture Co., Ltd., Stratford, Ont.

PATENTS
Fetherstonhaugh & Co., Toronto.
*Ridout & Maybee, Toronto, Ont.
*Harold C. Shipman & Co., Ottawa.

PATENT LITIGATION
*Ridout & Maybee, Toronto. Ont.
*Harold C. Shipman & Co., Ottawa, Ont.

PAVING MATERIAL
*Trussed Concrete Steel Company of Canada, Ltd., Walkerville, Ont.

PAY ROLL AUDITS
*International Business Machines, Ltd., Toronto, Ont.

PERFORATED METALS
*Canada Wire & Iron Goods Co Hamilton, Ont.

PERFORATED MUSIC ROLLS
The Otto Higel Co., Ltd., Toronto

PERFUMES AND TOILET PREPARATIONS
Sovereign Perfumes, Ltd., Toronto.

PETROLEUM PRODUCTS
*The Imperial Oil Co., Ltd., Toronto, Ont.

PHOTO MAILERS
*Thompson & Norris Co., of Canada, Ltd., Toronto and Montreal.

PIANO ACTIONS
The Otto Higel Co., Ltd., Toronto.

PIANO KEYS
The Otto Higel Co., Ltd., Toronto.

PIANO, player actions
The Otto Higel Co., Ltd., Toronto.

PIANOS AND PLAYER PIANOS
Bell Piano & Organ Co., Ltd Guelph, Ont.

PIANO STOOLS AND BENCHES
*Goderich Organ Co., Goderich, Ont.

PIG IRON
*The Steel Co. of Canada, Ltd. Hamilton, Ont.
*M. A. Hanna & Co., Toronto.
*Algoma Steel Corporation.

PINS, society, emblems and badges
*Caron Bros., Montreal, Que.

PIPE, cast iron, for water and gas
National Iron Works, Ltd., Toronto, Ont.

PIPE COUPLINGS
*The Steel Co. of Canada, Ltd., Hamilton, Ont.

PIPE COVERINGS
*Eureka Mineral Wood & Asbestos Co., Toronto, Ont.

PIPES, culvert
*The Pedlar People, Ltd., Oshawa, Ont.

PIPE AND NIPPLES, black and galvanized
*Canadian Tube & Iron Co., Ltd., Montreal, Que.

PIPE, sewer
Hamilton & Toronto Sewer Pipe Co., Ltd., Hamilton, Ont.

PIPE, soil and fittings
Anthes Foundry, Ltd., Toronto and Winnipeg.
Warden King Ltd., Montreal, Que.

PISTON RODS
*The Canadian Drawn Steel Co., Ltd., Hamilton, Ont.
*Union Drawn Steel Co., Ltd., Hamilton, Ont.

PLANERS
*Canada Machinery Corporation, Ltd., Galt, Ont.
*P. B. Yates Machine Co., Ltd., Hamilton, Ont

PLASTERING TROWELS
*E. C. Atkins & Co., Inc., Hamilton, Ont.

PLOWS
J. Fleury's Sons, Aurora, Ont.

PLUMBERS' SUPPLIES
The Garth Co., Montreal, Que.
The James Morrison Brass Mfg. Co., Ltd., Toronto, Ont.
Toronto Plate Glass Importing Co., Ltd., Toronto, Ont.

PNEUMATIC DRILLS
*Canadian Ingersoll-Rand Co., Ltd., Montreal, Que.

POLE LINE MATERIAL (wooden insulator top pins, side blocks, pole steps, cross arms)
The Lachute Shuttle Co., Ltd., Lachute Mills, P.Q.

POLES, flag
*Ontario Wind Engine & Pump Co., Ltd., Toronto, Ont.

POLISHING MACHINERY
*Ford Smith Machine Co., Ltd., Hamilton, Ont.

PORK PACKERS AND CHEESE EXPORTERS
The Ingersoll Packing Co., Ltd., Ingersoll, Ont.

POWDER, blasting
Canadian Explosives, Ltd., Montreal, Que.

POWER PRESSES
*Hydraulic Machinery Co., Ltd., Montreal, Que.

PRESSES, hydraulic
*The Hydraulic Machinery Co., Limited, Montreal.

PRESSES, sheet metal stamping
*Canada Machinery Corporation, Ltd., Galt, Ont.

PRESSES, veneer
*Canada Machinery Corporation, Ltd., Galt, Ont.

PRINTING AND LITHOGRAPHING
Lawson & Jones, Ltd., London, Ont.
The Federated Press, Limited, Montreal, Que.

PRINTING & LITHOGRAPHIC INKS.
Charles Bush, Limited, Toronto.

PULLEYS
*Canadian Fairbanks-Morse Co., Ltd., Montreal, Que.
*The Goldie & McCulloch Co., Ltd., Galt, Ont.

PULLEYS. Fibre
*The Diamond State Fibre Co. of Canada, Ltd., Toronto.

PULLEYS, wood split
*Bernard Industrial Co., Fortierville, P.Q.

PULP, bleached sulphite
*Riordan Sales Co., Ltd., Montreal.

PULP, unbleached sulphite
*Riordan Sales Co., Ltd., Montreal.

PULP, sulphate and sulphite
*Bathurst Lumber Co., Ltd., Bathurst, N.B.

PULP AND PAPER MILL MACHINERY
*The Hydraulic Machinery Co., Limited, Montreal.

PUMPS
*Canadian Ingersoll-Rand Co., Ltd., Montreal, Que.
*Canadian Fairbanks-Morse Co., Ltd., Montreal, Que.
*E. Leonard & Sons, Ltd., London, Ont.
*Ontario Wind Engine & Pump Co., Ltd., Toronto, Ont.
*Smart-Turner Machine Co., Ltd., Hamilton, Ont.
Spramotor Co., London, Ont.
*The Electric Steel & Metals Co., Ltd., Welland, Ont.

PUMPS, boiler feed
*Smart-Turner Machine Co., Ltd., Hamilton, Ont.
*The Goldie & McCulloch Co., Ltd., Galt, Ont.

PUMPS, centrifugal
Ltd., Walkerville, Ont.
*Canadian Ingersoll-Rand Co., Ltd., Montreal, Que.
*Canadian Mead Morrison Co., Ltd., Montreal, Que.
*Dominion Engineering Works, Limited, Montreal, Que.
*Dominion Forge & Stamping Co.,
*The Goldie & McCulloch Co., Ltd., Galt, Ont.
*Smart-Turner Machine Co., Ltd., Hamilton, Ont.
*The Waterous Engine Works Co., Ltd., Brantford, Ont.

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PUMPS, hydraulic
*The Hydraulic Machinery Co., Limited, Montreal.

PUMPS, turbine and reciprocating
*Smart-Turner Machine Co., Ltd., Hamilton, Ont.

PUNCHES
*Pratt & Whitney Co., Dundas, Ont

RADIATORS
Taylor-Forbes Co., Ltd., Guelph, Ont.
Warden King, Ltd., Montreal, Que.

RAILS (STEEL).
*Algoma Steel Corporation.

RAILINGS, brass and iron
*Dennis Wire & Iron Works Co., London, Ont.

RAILWAY SUPPLIES
*Canadian Steel Foundries, Ltd., Montreal, Que.
*Chicago Bridge & Iron Works Bridgeburg, Ont.
B. J. Coghlin Co., Ltd., Montreal Que.

READY-TO-WEAR GARMENTS, ladies'
H. C. Boulter Co., Ltd., Toronto.

REAMERS
*Pratt & Whitney Co., Dundas, Ont
*Butterfield & Co., Rock Island P.Q.

RECEPTACLES, fibre
*The Diamond State Fibre Co. of Canada, Ltd., Toronto.

REFRIGERATORS
Sanderson-Harold Co., Ltd., Paris Ont.

REFRIGERATING MACHINERY
The Linde Canadian Refrigeration Co., Ltd., Montreal, Que.

REFRIGERATING EQUIPMENT.
Canadian Ice Machine Co., Ltd., Toronto, Ont.

REFRIGERATORS, store, homes and institutions
Ham & Nott Co., Ltd., Brantford Ont.
*John Hillock & Co., Ltd., Toronto

REINFORCEMENT BARS
*Burlington Steel Co., Ltd., Hamilton, Ont.
*The Steel Co. of Canada, Ltd Hamilton, Ont.

REINFORCED CONCRETE
*Trussed Concrete Steel Company of Canada, Ltd., Walkerville, Ont.

REINFORCEMENT FOR CONCRETE
*Canada Wire & Iron Goods Co. Hamilton, Ont.

REINFORCEMENT FOR CONCRETE ROOFING, metal
*The Pedlar People, Ltd., Oshawa Ont.

REVOLVING DOORS
*A. B. Ormsby Co., Ltd., Toronto

RINGS, gold
*Caron Bros., Montreal, Que.

RIVETS
*Canadian Tube & Iron Co., Ltd. Montreal, Que.
*The Steel Co. of Canada, Ltd. Hamilton, Ont.

RIVETS, bifurcated and tubular
Parmenter & Bullock Co., Ltd. Gananoque, Ont.

RIVETS AND BURRS, iron, copper and brass
Parmenter & Bullock Co., Ltd. Gananoque, Ont.

ROCK DRILLS
*Canadian Ingersoll-Rand Co., Ltd. Montreal, Que.

ROLLING STEEL DOORS
*A. B. Ormsby Co., Ltd., Toronto

ROOFING, metal
*A. B. Ormsby Co., Ltd., Toronto

ROOFINGS, plastic, liquid, rubber
Beveridge Supply Co., Ltd., Montreal, Que.

ROOFING, ready to lay
Standard Paint Co. of Canada Ltd., Montreal, Que.
*The Barrett Co., Ltd., Toronto and Montreal.

ROOF TRUSSES
*The Canadian Bridge Co., Ltd Walkerville, Ont.
*Deminion Bridge Co., Ltd., Montreal, Que.

ROPE
*Doon Twines, Limited, Kitchener Ontario.
*Shurly & Derrett, Ltd., Toronto.

ROPE, cotton
Hamilton Cotton Co., Hamilton Ont.

RUBBER FOOTWEAR
*Gutta Percha & Rubber Ltd. Toronto, Ont.
The Miner Rubber Co., Ltd Granby, Que.
Ames—Holden—McCready, Limited, Montreal, Que.

RUBBER GOODS
*Canadian Consolidated Rubber Co Ltd., Montreal, Que.
*Gutta Percha & Rubber Limited Toronto.
Ames—Holden—McCready, Limited, Montreal, Que.

RUBBER MACHINERY
*The Hydraulic Machinery Co Limited. Montreal.

RUBBER MILL MACHINERY
*Canadian Ingersoll-Rand Co., Ltd. Sherbrooke, Que.

RUBBER PACKING
*Garlock Packing Co., Hamilton Ont.

RULES
The Lufkin Rule Co. of Canada Ltd., Windsor, Ont.

SADDLERY HARDWARE
*Dominion Forge & Stamping Co Walkerville, Ont.

SAFES
*Goldie & McCulloch Co., Ltd. Galt, Ont.

SALT
*Canadian Salt Co., Ltd., Windsor Ont.
Dominion Salt Co., Ltd., Sarnia Ont.

SAMPLE CASES
*The M. Langmuir Mfg. Co., of Toronto, Ltd., Toronto, Ont.

SAND (For all Purposes)
Carrol Brothers, Sherkston, Ont.
J. Eveleigh & Co., Ltd., Montreal Que.

SAND RAMMERS
*Canadian Ingersoll-Rand Co., Ltd Montreal, Que.
*P. B. Yates Machine Co., Ltd Hamilton, Ont.

SANITARY PAPER TOWELS
*E. B. Eddy Co., Ltd., Hull, Que

SASH CORD, cotton
Hamilton Cotton Co., Hamilton Ont.

SAVE-ALLS
*The Hydraulic Machinery Co. Limited. Montreal.

SAW SHARPENING MACHINERY
*Canadian Hart Wheels, Ltd Hamilton, Ont.

SAWS
*E. C. Atkins & Co., Ltd., Hamilton Ont.
Henry Disston & Sons, Ltd., Toronto, Ont.
Shurly & Deitrich, Galt, Ont.

SAWS, cross-cut and band
*Canada Machinery Corporation Ltd., Galt, Ont.
*P. B. Yates Machine Co., Ltd Hamilton, Ont.
Shurly & Deitrich, Galt, Ont.

SAWS, circular mill
Shurly & Deitrich, Galt, Ont.

SAWS, of all kinds
Simonds Canada Saw Co., Ltd. Montreal, Que.

SAWS, rip
*Canada Machinery Corporation Ltd., Galt, Ont.
*P. B. Yates Machine Co., Ltd., Hamilton, Ont.
Shurly & Deitrich, Galt, Ont.

SAWMILLS
*The Waterous Engine Works Co., Ltd., Brantford, Ont.

SCALES
*Canadian Fairbanks-Morse Co., Ltd., Montreal, Que.

SCREENS
*Canada Wire & Iron Goods Co., Hamilton, Ont.

SCREEN DOORS AND WINDOWS
Sanderson-Harold Co., Ltd., Paris, Ont.
Ham & Nott Co., Ltd., Brantford, Ont.

SCREENS; Folding Draft
The Stratford Mfg. Co., Limited, Stratford, Ont.

SCREWS
*John Morrow Screw & Nut Co., Ltd., Ingersoll, Ont.
*National Acme Company, Montreal, Que.
*The Steel Co. of Canada, Ltd., Hamilton, Ont.
*Torrington Company, Limited, Upper Bedford, Que.

SCREW PLATES
*Butterfield & Co., Rock Island. P.Q.

SEATS; Park and Grand Stand
The Stratford Mfg. Co., Limited. Stratford, Ont.

SECURITIES, engraved
American Bank Note Co., Ottawa Ont.

SERGES
Rosamond Woollen Co., Almonte Ont.

SEWAGE DISPOSAL SYSTEMS
Anthes Foundry, Ltd., Toronto.

SEWAGE SCREENS
*The Hydraulic Machinery Co., Limited, Montreal.

SHAFTING
*Canadian Drawn Steel Co., Ltd., Hamilton, Ont.
*The Goldie & McCulloch Co., Ltd., Galt, Ont.
*Union Drawn Steel Co., Ltd., Hamilton, Ont.

SHANTY BLANKETS
Slingsby Mfg. Co., Ltd., Brantford, Ont.

SHAPERS
*Canada Machinery Corporation, Ltd., Galt, Ont.
*P. B. Yates Machine Co., Ltd., Hamilton, Ont.

SHEAR BLADES, iron
*Galt Knife Co., Ltd.
The Peter Hay Knife Co., Ltd., Galt, Ont.

SHEATHING
*The Barrett Co., Ltd., Toronto and Montreal.

SHEATHING, asbestos corrugated
*Eureka Mineral Wool & Asbestos Co., Toronto, Ont.

SHEET METAL STAMPINGS
Acme Stamping & Tool Works. Ltd., Hamilton, Ont.
*The Pedlar People, Ltd., Oshawa, Ont.
*The A. B. Ormsby Co., Ltd., Toronto, Ont.

SHEETS, fibre
*The Diamond State Fibre Co. of Canada, Ltd., Toronto.

SHEETS, galvanized
*Dominion Sheet Metal Co., Ltd., Hamilton, Ont.
*The Pedlar People, Ltd., Oshawa Ont.

SHINGLES
*Bathurst Lumber Co., Ltd., Bathurst, N.B.

SHINGLE SAWS
*E. C. Atkins & Co., Inc., Hamilton, Ont.

SHINGLE STAINS
Sturgeons, Limited, Toronto.

SHIP BUILDERS
J. & R. Weir. Montreal, Que.

SHIRTS
John W. Peck & Co., Ltd., Montreal, Que.

SHIRTS, workmen's
*A. R. Clarke & Co., Ltd., Toronto

SHOE PEGWOOD
O. Chalifour, Quebec, Que.

SHOE LININGS
Galt Knitting Co., Ltd., Galt, Ont

SHOOKS
Barchard & Co., Ltd., Toronto.

SIGNAL CELLS-RAILWAY
*Canadian National Carbon Co., Ltd., Toronto.

SILENT CHAIN DRIVES
*Canadian Link-Belt Company, Ltd., Toronto, Ont.

SILVER BULLION
Coniagas Reduction Co., Ltd., St Catharines, Ont.
*Deloro Smelting & Refining Co., Ltd., Deloro, Ont.

SILVERSMITH
Standard Silver Co., Toronto, Ont

SILVERWARE, sterling
Roden Bros., Ltd., Toronto, Ont.

SINKS, enamelled
Amherst Foundry Co., Ltd., Amherst, N.S.

SKIFFS
Peterboro Canoe Co., Ltd., Peterboro, Ont.

SKYLIGHTS
*A. B. Ormsby Co., Ltd., Toronto.
*The Pedlar People, Ltd., Oshawa, Ont.

SLOTTERS
*Canada Machinery Corporation, Ltd., Galt, Ont.

SMOKE CONSUMERS
*Under-Feed Stoker Company of Canada, Limited, Toronto.

SMOKE-STACKS
*Canadian Chicago Bridge & Iron Co., Ltd., Bridgeburg, Ont.
*Canadian Ingersoll-Rand Co., Ltd., Sherbrooke, Que.
*The Goldie & McCulloch Co., Ltd., Galt, Ont.
*E. Leonard & Sons, Limited, London, Ont.
*MacKinnon Steel Co., Ltd., Sherbrooke, Que.
*Steel Trough & Machine Co., Ltd., Tweed, Ont.

SOAPS
J. Barsalou & Co., Ltd., Montreal.

SOAP (soft, oil)
*The Imperial Varnish & Color Co., Ltd., Toronto, Ont.

SODA ASH
Brunner, Mond Canada, Limited, Amherstburg, Ont.

SODA WATER FOUNTAINS
J. J. McLaughlin, Ltd., Toronto.

SODA WATER FOUNTAINS AND ACCESSORIES
Fletcher Mfg. Co., Ltd., Toronto.

SOIL PIPE
Anthes Foundry, Ltd., Toronto.

SOLDER
Alonzo W. Spooner, Ltd., Port Hope, Ont.
*Canada Metal Co., Toronto, Ont.
*Hoyt Metal Co., Toronto, Ont.
Magnolia Metal Co. of Canada, Ltd., Montreal, Que.

SOLDER, silver
Geo. H. Lees & Co., Hamilton, Ont.

SOLDER, wire and bar
American Can Co., Montreal, and Hamilton.

SNOWSHOES
Holt, Renfrew, Ltd., Quebec, Que.

SPECIAL MACHINERY
*Canadian Ingersoll-Rand Co., Ltd., Sherbrooke, Que.

SPECIALTIES, SWAGED AND THREADED WIRE
*Torrington Company, Limited, Upper Bedford, Que.

SPELTER
*Consolidated Mining & Smelting Co. of Canada, Ltd., Montreal.

SPIRAL CONVEYORS
*Canadian Mathews Gravity Carrier Co., Ltd., Toronto, Ont.

SPLIT PEAS
H. Murton, Ltd., Guelph, Ont.

SPOOLS
Canada Spool & Bobbin Co., Ltd., Walkerton, Ont.

SPORTING MEDALS AND TROPHIES
Roden Bros., Ltd., Toronto, Ont.

SPRAYERS
Spramotor Co., London, Ont.

SPRING COTTERS
*Richards-Wilcox Canadian Co., Ltd., London, Ont.

SPRINGS
*Canadian Steel Foundries, Ltd., Montreal, Que.
B. J. Coghlin Co., Ltd., Montreal.
Guelph Spring & Axle Co., Ltd., Guelph, Ont.

SPRINGS, carriage and automobile
Guelph Spring & Axle Co., Ltd.,

SPRING SHACKLE BOLTS
*John Morrow Screw & Nut Co., Ltd., Ingersoll, Ont.

*For Display Advertisement see Index, Page 45

SPRINKLER SYSTEMS
*Chicago Bridge & Iron Works, Bridgeburg, Ont.
*The Bennett & Wright Co., Ltd., Toronto, Ont.
*Purdy, Mansell, Ltd., Toronto.

SPROCKET WHEELS
*Canadian Link-Belt Company, Ltd., Toronto, Ont.

STAINS, creosote shingle
A. Muirhead Co., Ltd., Toronto.

STAMPS, steel, brass and rubber
Pritchard-Andrews Co. of Ottawa, Ltd., Ottawa, Ont.

STAMPINGS, steel, brass, aluminum, etc.
Larsen & Shaw, Ltd., Walkerton.

STATIONERY, office
Harris Lithographing Co., Toronto.

STEAM PIPE AND BOILER COVERINGS, asbestos
*Eureka Mineral Wool & Asbestos Co., Toronto.

STEAM SHOVELS
*Canadian Mead Morrison Co., Ltd., Montreal, Que.

STEAM SPECIALTIES
*C. A. Dunham Co., Ltd., Toronto.

STEAM TRAPS
*C. A. Dunham Co., Ltd., Toronto.

STEEL
*Nova Scotia Steel & Coal Co., Ltd., New Glasgow, N.S.
*Burlington Steel Co., Ltd., Hamilton, Ont.
*MacKinnon Steel Co., Ltd., Sherbrooke, Que.

STEEL BILLETS AND BLOOMS
*The Steel Co. of Canada, Ltd., Hamilton, Ont.

STEEL BUILDINGS
*The Canadian Bridge Co., Ltd., Walkerville, Ont.
*Dominion Bridge Co., Ltd., Montreal, Que.
*Hamilton Bridge Works Co., Ltd., Hamilton, Ont.
*Maritime Bridge Co., Ltd., New Glasgow, N.S.
*McGregor & McIntyre, Ltd., Toronto, Ont.
*MacKinnon Steel Co., Limited Sherbrooke, P.Q.
*The Pedlar People, Ltd., Oshawa, Ont.
*The A. B. Ormsby Co., Ltd., Toronto, Ont.

STEEL CASTINGS
Beauchemin & Fils, Ltd., Sorel Que.
*Canadian Steel Foundries, Ltd., Montreal, Que.
*Dominion Foundries and Steel Co., Ltd., Hamilton, Ont.
*Electric Steel & Metals Co., Ltd., Welland, Ont.

STEEL DOORS, rolling
*The A. B. Ormsby Co., Ltd., Toronto, Ont.

STEEL FILING EQUIPMENT
*Office Specialty Mfg. Co., Ltd., Newmarket, Ont.

STEEL LATH
*Trussed Concrete Steel Company of Canada, Ltd., Walkerville, Ont.

STEEL PLATE WORK
*Canadian Chicago Bridge & Iron Co., Ltd., Bridgeburg, Ont.
*Canadian Ingersoll Rand Co., Ltd., Sherbrooke, Que.
*Hamilton Bridge Works Co., Ltd., Hamilton, Ont.
*MacKinnon Steel Co., Limited, Sherbrooke, P.Q.
*Toronto Iron Works, Ltd., Toronto.

STEEL RODS
*The Steel Co. of Canada, Ltd., Hamilton, Ont.
*Algoma Steel Corporation.

STEEL SASH
*Canadian Metal Window & Steel Products, Limited, Toronto.
*Dennis Wire & Iron Works Co., London, Ont.
*The A. B. Ormsby Co., Ltd., Toronto, Ont.
*Trussed Concrete Steel Company of Canada, Ltd., Walkerville, Ont.

STEEL SHELVING
*Dennis Wire & Iron Works Co., London, Ont.

STEEL WIRE RODS
*The Steel Co. of Canada, Ltd., Hamilton, Ont.

STELLITE
*Deloro Smelting & Refining Co., Ltd., Deloro and Toronto.

STENCILS, brass
Pritchard-Andrews Co. of Ottawa, Ltd., Ottawa, Ont.

STEREOTYPING
Central Press Agency, Toronto.

STOKERS
*Under-feed Stoker Co. of Canada, Ltd., Toronto, Ont.

STOOLS, steel factory
*Steel Trough & Machine Co., Ltd. Tweed, Ont.

STORAGE BATTERIES
*Prest-O-Lite Company of Canada Limited, Toronto.

STORE FITTINGS
The Canadian Office & School Furniture Co., Ltd., Preston, Ont.

STOVES
Smith Foundry Co., Ltd., Fredericton, N.B.

STOVE POLISH GRAPHITE
Black Donald Graphite Company Limited, Calabogie, Ont.

STOVES AND RANGES
*McClary Mfg. Co., London, Ont

STRAWS, paper drinking
Fletcher Mfg. Co., Ltd., Toronto

STRUCTURAL STEEL.
*Algoma Steel Corporation.

STRUCTURAL STEEL WORK
*Canadian Ingersoll-Rand Co., Ltd. Sherbrooke, Que.
*Dominion Bridge Co., Montreal.
*Hamilton Bridge Works Co., Ltd., Hamilton, Ont.
*McGregor & McIntyre, Ltd., Toronto, Ont.
*MacKinnon Steel Co., Ltd., Sherbrooke, Que.
*The Canadian Bridge Co., Ltd. Walkerville, Ont.

SUIT CASES
J. Eveleigh & Co., Ltd., Montreal
*The M. Langmuir Mfg. Co., of Toronto. Ltd., Toronto, Ont.

SULPHUR BURNERS
*The Hydraulic Machinery Co Limited. Montreal.

SUPERHEATERS, steam
*The Goldie & McCulloch Co., Ltd., Galt, Ont.

SUPERHEATERS, STEAM (Locomotive, Marine, Stationary)
The Superheater Company. Limited. Transportation Building, Montreal, Quebec.

SUPPLY DEALERS
*The Foundation Co., Ltd., Montreal, Que.

SURFACERS
*Canada Machinery Corporation, Ltd., Galt, Ont.
*P. B. Yates Machine Co., Ltd., Hamilton, Ont.

SWITCHES, railway
Canadian Ramapo Iron Works, Ltd., Niagara Falls, Ont.

SWITCHES AND FROGS
*Canadian Steel Foundries, Ltd., Montreal, Que.

SWITCH STANDS
Canadian Ramapo Iron Works, Ltd., Niagara Falls, Ont.

TABLE COVERS, chenille
Hamilton Cotton Co., Hamilton, Ont.

TANKS
*Canadian Chicago Bridge & Iron Company, Ltd., Bridgeburg, Ont
*Canadian Des Moines Steel Co., Limited, Chatham.
*Hamilton Bridge Works Co., Ltd., Hamilton, Ont.
*E. Leonard & Sons, Ltd., London Ont.
*MacKinnon Steel Co., Ltd., Sherbrooke, Que.
*Maritime Bridge Co., Ltd., New Glasgow, N.S.
*Ontario Wind Engine & Pump Co., Ltd., Toronto, Ont.
*The Goldie & McCulloch Co., Ltd Galt, Ont.
*The Goold Shapley & Muir Co., Limited, Brantford, Ont.
*The Waterous Engine Works Co. Ltd., Brantford, Ont.
*Toronto Iron Works, Ltd., Toronto
Wm. H. White, Ville St. Pierre, Montreal, Que.

TANKS, elevated steel
*Canadian Chicago Bridge & Iron Co., Ltd., Bridgeburg, Ont.
*Canadian Des Moines Steel Co Limited, Chatham.

TANKS, steel storage
*Canadian Ingersoll Rand Co., Ltd., Sherbrooke, Que.
*Canadian Chicago Bridge & Iron Co., Ltd., Bridgeburg, Ont.
*The Goldie & McCulloch Co., Ltd., Galt, Ont.
*MacKinnon Steel Co., Ltd., Sherbrooke, Que.
*Steel Trough & Machine Co., Ltd., Tweed, Ont.

TANNERS' OILS & GREASES
Salem Oil & Grease Co. of Canada, Limited, Farnham, Que.

TANNERS' SUPPLIES
*McClary Mfg. Co., London, Ont.

TAPS
*Butterfield & Co., Rock Island, P.Q.
*Pratt & Whitney Co., Dundas, Ont.

TAPES, measuring
The Lufkin Rule Co. of Canada, Ltd., Windsor, Ont.

TELEPHONE ACCESSORIES
*Northern Electric Co., Ltd., Montreal, Que.

TERMINALS, electric cable
*Standard Underground Cable Co of Canada, Ltd., Hamilton, Ont

TERRA COTTA, architectural
Toronto Plate Glass Importing Co., Ltd., Toronto, Ont.

TEXTILE SUPPLIES (shuttles, bobbins, spools and picker sticks)
The Lachute Shuttle Co., Ltd., Lachute Mills, P.Q.

TIE TAMPERS
*Canadian Ingersoll-Rand Co., Ltd., Montreal, Que.

TILING, rubber
*Gutta Percha & Rubber Ltd., Toronto, Ont.

TIME RECORDERS
*International Business Machines Co., Ltd., Toronto, Ont.

TINWARE, lithographed
*MacDonald Mfg. Co., Ltd., Toronto, Ont.

TIRES, bicycle, auto, carriage, truck, motorcycle.
*Gutta Percha & Rubber Ltd., Toronto, Ont.

TOOLS, pneumatic
*Canadian Ingersoll-Rand Co., Ltd., Montreal, Que.

TOOLS, track
B. J. Coghlin Co., Ltd., Hamilton.

TOYS AND GAMES.
A. C. Gilbert-Menzies Co., Ltd., Toronto, Ont.

TRADE MARKS AND DESIGNS
*Ridout & Maybee, Toronto, Ont.

TRAFFIC SERVICES
National Traffic Service Association of Canada, Toronto.

TRANSFORMERS
*The Canadian Crocker-Wheeler Co., Ltd., St. Catharines, Ont.

TRANSLATIONS INTO FRENCH
Raoul Renault, Quebec City.

TRANSMISSION MACHINERY
*Bond Engineering Works., Limited, Toronto.
*Canadian Link Belt Co., Toronto.
*The Waterous Engine Works Co., Ltd., Brantford, Ont.

TRAYS
*C. A. Dunham Co., Ltd., Toronto.

TROLLEYS
*Richard-Wilcox Canadian Co., Ltd., London, Ont.
*Northern Crane Works, Ltd., Walkerville, Ont.

TRUCKS
*Canadian Fairbanks-Morse Co., Ltd., Montreal, Que.
*Northern Crane Works, Ltd., Walkerville, Ont.

TRUCKS, brick, tile and lumber
*Waterous Engine Works Co., Ltd., Brantford, Ont.

TRUCKS, motor
Mapleleaf Manufacturing Comp- Ltd., Montreal, Que.
*National Steel Car Co., Ltd., Hamilton, Ont.

TRUCKS FOR OFFICE AND VAULT USE
*Office Specialty Mfg. Co., Ltd., Newmarket, Ont.

TRUNKS
Lamontagne, Ltd., Montreal, Que.
J. Eveleigh & Co., Ltd., Montreal.
*The M. Langmuir Mfg. Co., of Toronto, Ltd., Toronto.

TUBES, ice cream
Fletcher Mfg. Co., Ltd., Toronto.

TUBING, brass and copper
*Booth-Coulter Copper & Brass Co., Ltd., Toronto, Ont.
Canadian Seamless Wire Co., Toronto, Ont.
*Copper Products, Ltd., Montreal, Que.

TUBING, gold and silver
Canadian Seamless Wire Co., Toronto, Ont.

TUMBLERS, foundry
*Northern Crane Works, Ltd., Walkerville, Ont.
*Smart-Turner Machine Co., Ltd., Hamilton, Ont.

TURBINES, hydraulic
*Dominion Engineering Works, Limited, Montreal, Que.

TURBINES, steam
*The Canadian Crocker-Wheeler Co., Ltd., St. Catharines.
*The Goldie & McCulloch Co., Ltd., Galt, Ont.

TURBINE PUMPS
*The Goldie & McCulloch Co., Ltd., Galt, Ont.

TWEEDS
Rosamond Woollen Co., Almonte, Ont.

TWINES
*Doon Twines, Limited, Kitchener, Ontario.
*Shurly & Derrett, Ltd., Toronto.

TWINES, binder
Brantford Cordage Co., Ltd., Brantford, Ont.

TWINES, cotton
Hamilton Cotton Co., Hamilton, Ont.

TWIST DRILLS
*John Morrow Screw & Nut Co., Ltd., Ingersoll.
*Pratt & Whitney Co. of Canada, Dundas, Ont.

UNDERWEAR
Galt Knitting Co., Ltd., Galt, Ont.

UNIONS
*Dart Union Co., Ltd., Toronto.

UPHOLSTERED FURNITURE, leather and tapestries
Imperial Rattan Co., Ltd.

*For Display Advertisement see Index, Page 45

VACUUM PUMPS
*Canadian Ingersoll-Rand Co., Ltd., Sherbrooke, Que.
*The Goldie & McCulloch Co., Ltd., Galt, Ont.

VALVES
*Canadian Fairbanks-Morse Co., Ltd., Montreal, Que.
*Kerr Engine Co., Ltd., Walkerville.
*Jenkins Bros., Ltd., Montreal, Que.

VALVES, for steam and water
*Jenkins Bros., Ltd., Montreal.
James Morrison Brass Mfg. Co. Ltd., Toronto, Ont.

VALVES, REDUCING
*Mason Regulator & Engineering Co., Ltd., Montreal, Que.

VAULT FITTINGS, steel
*Office Specialty Mfg. Co., Ltd., Newmarket, Ont.

VAULTS AND VAULT DOORS
*The Goldie & McCulloch Co., Ltd., Galt, Ont.

VENTILATORS
*A. B. Ormsby, Ltd., Toronto, Ont.
*The Pedlar People, Ltd., Oshawa, Ont.

WALLPAPERS
Staunton Limited, Toronto.

WALLBOARD, SHEATHING,
Beveridge Supply Co., Limited, Montreal, Que.

WASHERS
*The Steel Co. of Canada, Ltd., Hamilton, Ont.

WASHERS, fibre
*The Diamond State Fibre Co. of Canada, Ltd., Toronto.

WASHERS, plate or wrought
London Rolling Mill Co., Ltd., London, Ont.

WASTE BASKETS, fibre
*The Diamond State Fibre Co. of Canada, Ltd., Toronto.

WASTES, wool and cotton
Factory Waste & Metal Co., Montreal, Que.

WATERPROOF, cement coating
Benjamin Moore & Co., Ltd., Toronto, Ont.
Beveridge Supply Co., Ltd., Montreal, Que.
*The Barrett Co., Ltd., Toronto and Montreal.

WATERPROOF, caselining
Beveridge Supply Co., Limited, Montreal, Que.

WATER PAINTS
Sturgeons Limited, Toronto.

WEBBING, elastic
Hamilton Cotton Co., Hamilton, Ont.

WEBBING, non-elastic
Hamilton Cotton Co., Hamilton, Ont.

WELDING APPARATUS AND MATERIALS
*The Presto-O-Lite Co., Toronto.

WELL-DIGGING TOOLS AND MACHINERY
*Ontario Wind Engine & Pump Co., Ltd., Toronto, Ont.

WHEELS, corundum and emery
*Canadian Hart Wheels, Ltd., Hamilton, Ont.

WELL DRILLING TOOLS AND MACHINERY
Oil Well Supply Co., Ltd., Petrolia, Ont.

WHIPS AND LASHES
Lay Whip Co., Rock Island, Que.

WHITE ARSENIC
Coniagas Reduction Co., Ltd., St. Catharines, Ont.

WHITE LEAD
*A. Ramsay & Son Co., Montreal.

WINDMILLS
*Ontario Wind Engine & Pump Co., Ltd., Toronto, Ont.

WINDOW SASH
*Trussed Concrete Steel Company of Canada, Ltd., Walkerville, Ont.

WIRE
*The Steel Co. of Canada, Ltd., Hamilton, Ont.
*Laidlaw Bale-Tie Co., Ltd., Hamilton, Ont.
*Frost Steel & Wire Company, Limited, Hamilton, Ontario.

WIRE BALE TIES
*Frost Steel & Wire Co., Limited, Hamilton, Ontario.
*Laidlaw Bale-Tie Co., Ltd., Hamilton, Ont.

WIRE CLOTH
*Canada Wire & Iron Goods Co., Hamilton, Ont.
*B. Greening Wire Co., Limited, Hamilton, Ont.
*C. H. Johnston & Sons, Ltd., Montreal, Que.

WIRE, feeder and trolley
*Standard Underground Cable Co of Canada, Ltd., Hamilton, Ont

WIRE GUARDS
*Canada Wire & Iron Goods Co., Hamilton, Ont.
*B. Greening Wire Co., Limited, Hamilton, Ont.
*C. H. Johnson & Sons, Limited, Montreal, Que.

WIRE, insulated electric
*Standard Underground Cable Co of Canada, Ltd., Hamilton, Ont

WIRE ROPE
Canada Wire & Iron Goods Co., Hamilton.
*Dominion Wire Rope Co., Ltd., Montreal, Que.
*The B. Greening Wire Co., Ltd., Hamilton, Ont.

WIRE, weatherproof
*Standard Underground Cable Co of Canada, Ltd., Hamilton, Ont.

WIRE WORK
*C. H. Johnson & Sons, Limited Montreal, Que.
*Canada Wire & Iron Goods Co., Hamilton, Ont.
*The Geo. B. Meadows, Toronto Iron & Brass Goods Works Co., Ltd., Toronto, Ont.

WOOD
Standard Fuel Co., Toronto, Ont.

WOOD BORERS
*Canadian Ingersoll-Rand Co., Ltd., Sherbrooke, Que.
*Canada Machinery Corporation, Ltd., Galt, Ont.

WOOD PRESERVATIVES
Sturgeons Limited, Toronto.

WOOD PRINTERS
Barchard & Co., Ltd., Toronto.

WOOD PULP, mechanical
La Cie de Pulpe de Chicoutimi, Chicoutimi, Que.

WOOD SHOP, general work
*Canadian Rumely Co., Ltd., Toronto, Ont.

WOOD SPLIT PULLEYS
*Dodge Mfg. Co., Ltd., Toronto.

WOOL
*H. V. Andrews, Toronto, Ont.

WOOD TURNING
Canada Spool & Bobbin Co., Ltd., Walkerton, Ont.

WORSTED COATINGS AND SUITINGS
Rosamond Woollen Co., Almonte, Ont.

WRAPPERS, book, bottle, etc.
*Thompson & Norris Co., of Canada, Ltd., Toronto and Montreal.

WROUGHT IRON PIPE
*The Steel Co. of Canada, Ltd., Hamilton, Ont.

YARNS, cotton
Hamilton Cotton Co., Hamilton, Ont.

ZINC
*Consolidated Mining and Smelting Co., of Canada, Ltd., Montreal, Que.

ZINC, electrical
*The Canada Metal Co., Toronto.



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